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# How to Figure Motor Delivery Costs In this Issue

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# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

[Trade Mark Registered U. S. Patent Office.]

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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## PACKER BILL IN HOUSE.

The revised Haugen bill to regulate the meat and livestock industries was reported favorably to the House at Washington by the Committee on Agriculture on May 18, and was under debate on the floor of the House this week. This bill, as amended, does away with commission control, and puts authority in the hands of the Secretary of Agriculture. It is similar to the Williams bill, which had the endorsement of the American Farm Bureau Federation, and every effort will be made by agricultural interests to secure its passage.

The Senate bill is more radical, but indications point to further concessions on the part of Senators when the House bill gets to that body. Predictions are made that a measure like the Haugen bill will become a law during the present session of Congress.

## FOR CO-OPERATIVE MARKETING.

The farmers' livestock marketing committee of fifteen at its closing session at Chicago on May 26 adopted a report recommending farmer-owned co-operative livestock marketing companies at all of the markets. Existing co-operative livestock marketing companies will probably form a nucleus of the national plan.

The committee believes it is best for the producers to control as far as practicable the marketing of their livestock, and that co-operative companies will aid farmers to produce more intelligently and profitably. The committee thinks such companies would have a tendency to eliminate privately owned commission companies.

Initial steps were taken by the U. S. Grain Growers, Inc., to form a \$100,000,000 farmers' finance corporation. The plan is to give the producers machinery that will enable them to use their surplus cash in financing their own marketing enterprises.

## HEINEMANN VISITS SOUTH.

Secretary C. B. Heinemann of the Institute of American Meat Packers returned this week from a trip to the South, which was the first of a series of visits to packer members of the Institute. His itinerary included the A. D. Davis Packing Co., Mobile, Ala.; the Birmingham Packing Co., Birmingham, Ala.; Neuhoft Packing Co. and the Power Packing Plant, Nashville, Tenn.; Reynolds Packing Co., Union City, Tenn.; Memphis Packing Corporation, Memphis, Tenn. Next week Mr. Heinemann makes a trip to the Southwest.

## To Stabilize Livestock Marketing

The first step in the long-considered plan to bring about some sort of improvement in livestock marketing conditions was taken in a conference in Chicago on May 24 between packers and the sub-committee of the Committee of Fifteen appointed by President Howard of the American Farm Bureau Federation.

Acting for farm and livestock interests, the Committee of Fifteen appointed a Committee on Orderly Marketing, with instructions to confer with the Institute of American Meat Packers on tentative plans for cooperation to secure marketing improvements. This committee met with a body of packers, small and large, representing the Institute, and an extended conference resulted.

The situation as it stands is indicated by an outline of the subject presented by the Committee to the packers at this meeting. The various points in this outline were gone over in the conference, and afford a starting-point from which to proceed.

The Committee on Orderly Marketing states that it realizes that any marketing plan must have endorsement of all other interests. The problem is stated to be one of equalizing receipts, and the Committee declares there is need of an organization of producers with authority to get the necessary information upon which to base conclusions. When that is done, then the advice and cooperation of the packers can be sought.

### Cattle, Hog and Sheep Problems.

The Committee discusses the situation under three heads. The first is cattle. Packers are asked if they can give an estimate of the number to be bought, if knowing the supply ahead would help, if they can estimate the probable price they could pay, if a fairly uniform price could be maintained, if a ratio could be established between live cost and product values, and if dressed weight would be a better basis than live weight.

Discussing hogs, the Committee asks if

daily price fluctuations can be avoided, ask a way to get more accurate advance information as to total seasonal supplies, ask if hogs need to be sold in consignment markets subject to inspection, inquire if the extent of speculation in the hog markets is not responsible for price fluctuations, ask if packers would agree to buy hogs by grades on bids, and ask if a ratio can be established between live and product values.

As to sheep and lambs, the Committee asks if the weekly movement is equalized can packers stabilize the market? Inquire as to the possibilities for a broader market for mutton and lamb, and ask for suggestions for improving the sheep and lamb marketing situation.

Discussing the suggestion of a cooperative organization to accomplish the desired end, the Committee says a basis will have to be decided upon, representation arranged, and the matter of guarantees as to performance threshed out.

No announcement concerning the conference was given out, but the following outline by the farmers' Committee on Orderly Marketing is given as a basis for thought and discussion in the meat industry, where the hope is that some workable basis may be reached for accomplishing the desired results.

### Statement by Farmers' Committee.

In its statement of the circumstances leading to the appointment of the Committee on Orderly Marketing, the problems to be considered, etc., the Committee says:

#### Problems of Orderly Marketing.

The Committee on Orderly Marketing of Livestock is a sub-committee of the Livestock Committee of Fifteen appointed by the president of the American Farm Bureau Federation to study the problems of livestock marketing and suggest possible solutions of these.

The Committee recognizes that any plan for more orderly marketing, to be successful, must meet with the acceptance and endorsement of the other interests in the industry and have their active co-operation in carrying it out.

The problem of orderly marketing is to move the available seasonable supplies of livestock to market in such volume that the highest net returns may be secured for the producers of the total product equitably distributed among producers of similar kinds. The end of orderly marketing is to stabilize prices over seasonable periods and to eliminate as far as possible daily price fluctuations.

#### Equalization of Receipts.

The first step in this direction must be an equalization of receipts—the moving of the seasonable supplies in as uniform weekly volume as possible. The actual

## Full Yield of Meat Product

The next article in the series by the Committee on Packinghouse Practice is entitled "The Full Production of Meat Product such as Hearts, Livers, Cheek Meat, Brains, Tails, etc." It will appear in an early issue of THE NATIONAL PROVISIONER.



control of this market movement is largely a producers' problem but in the solution of which the other interests can materially assist; until it can be successfully solved there can be no great progress in the direction of more stable values.

But before any equalized movement is possible it is necessary that dependable information should be available as to the supplies to be marketed. The securing of this information is of equal importance to both producers and slaughterers, and the getting of it is the problem of both of them, and of the government as representing the whole population.

To assist in getting this information and to make it of practical utility to producers when secured there must be some organization of producers of different kinds of livestock with necessary authority to direct the market movement. To make this control both more intelligent and more effective the active co-operation of the different agencies in the marketing chain will be necessary.

#### Advice and Assistance of Packers.

If and when some such method of equalizing the market movement has been devised it will then be necessary to have the co-operation of the packing interests to bring about a better stabilization of prices and to minimize fluctuations. There will also be needed the advice of those interests based on their knowledge as manufacturers and distributors to bring about the best correlation of the market movement with the most efficient operation of their plants (and hence the lowest cost) and with consumptive demand.

The Committee on Orderly Marketing hopes to make a thorough study of these matters and invites and will appreciate both information and suggestions from the packing interests; it also hopes to be able to make a report to the Committee of Fifteen that will embody concrete recommendations as to what can and ought to be done.

Different matters brought up for consideration at the conference, and concerning which the opinions of the representatives of the packers were desired, are outlined as follows:

The Committee on Orderly Marketing has been divided, and to different members has been assigned the study of the three principal kinds of most animals—cattle, hogs and sheep. For consideration at this conference they were taken up in order. The Committee stated the cattle situation as follows:

#### THE CATTLE SITUATION.

The marketing problem of cattle is complicated because of the numerous classes and grades and because of the variety of the conditions under which production takes place. The market movement is largely determined by these conditions of production and the volition of the producer can have but limited range.

Of the different classes of cattle for slaughter there is better chance of directing the movement of fed cattle than of other kinds since the judgment of the feeder can more largely control the operation and because production is in carlots and shipment by the feeders themselves. There is also a fair chance for a better distribution within the season of range cattle because of the comparatively limited number of producers and the community of interests among them. With both of these kinds there is possibility of determination in advance with reasonable accuracy of the seasonable movement. With other kinds of cattle, and especially with those that must be assembled in carlots for shipment, there is little chance either of learning the probable supplies or of controlling the movement.

Where there is possibility of directing the movement the aim should be to determine this and then to distribute the supply as uniformly as possible from week

to week during the season, according to class and grade. With fed cattle that go almost entirely into immediate consumption the end sought should be to furnish fairly uniform weekly quantities of different grades of beef, consideration being had of known conditions that influence periodical consumption of beef, such as religious observances, etc.; this would result that arrangements for distribution could be made in advance for a known supply and not, as at present, after the supply reaches the market.

#### Questions Asked of Packers.

Assuming that producers can be organized for a better distribution of determinable numbers—

Is it possible, on the basis of regular market requirements and past experience, for the packers to indicate about the number of different grades of fed cattle, and especially of the better grades, that can be distributed over a seasonable period and from week to week, in advance?

How much would the packers' position in the beef market be improved if they could know about what the near and more distant supplies of fed cattle would be?

Would it be possible at all to estimate the probable price that could be paid for a known supply of fed cattle, evenly distributed from week to week?

Knowing the probable numbers of different grades to be marketed, could a fairly uniform price be maintained which would not need to be varied to follow the smaller fluctuations in the beef and by-products markets, but a reasonable margin be obtained by the average spread over a given period?

Would it be possible to establish a ratio between live cost and product values that would represent a reasonable relationship to be maintained?

Would dressed weight rather than hoof weight be a better basis for price determination?

What suggestions as to other methods by which prices might be stabilized and receipts might be better distributed can be made?

#### THE HOG SITUATION.

On the hog situation the Committee said:

The Committee recognizes that while the marketing machinery is largely the same and the manufacturing and distributing agencies are also the same for hogs as for cattle, there is much difference between them, both as live animals and as finished products. While the market movement in general lines is determined by the conditions of production, and whole production and movement are greatly influenced by the corn situation, the hog raiser has considerable latitude in marketing because of the high efficiency of the hog as a grain eater.

Among other characteristics of hogs as market animals that influence the marketing situation are—

The quality of the supply is quite uniform.

Quality is of minor importance as a factor in price determination.

Classification is largely on the basis of weights.

Possibilities of standardized grading and sale by description are considerable.

The greater part of the carcass goes into cured products which are not perishable and these products can be and are closely graded and traded in by grades.

The prices of these products fluctuate less and are more susceptible to control than are the prices of fresh meats.

The value of the fresh meat products is a smaller element in determining hog values than values of other animals.

The comparatively small value of the inedible by-products.

#### Season's Supply Should Determine.

Because of these characteristics it would seem that the prices of hogs should

fluctuate less according to receipts than should the prices of other meat animals, and that daily and weekly price variations should be small; but this is not the case.

Theoretically the total seasonable supply rather than the fluctuating daily or weekly receipts should be the most influential price determinant. Considering the volume of the traffic, these daily price fluctuations seem needlessly large and are a great aggravation to growers and shippers and, probably, also to packers. Can they be avoided or reduced? And, How?

Admittedly the first need is much more accurate advance information as to total seasonable supplies. It is to the interest of all that this should be secured. Can the packers suggest methods of securing this, together with the time at which and the form in which it should be obtained?

#### Don't Want to Sell Hogs Subject to Inspection.

Need hogs be sold in a consignment market on inspection? Cannot they be classified and graded to a standard making purchases on bids to arrive possible? Would this not tend to stabilize the market, or at least to give protection to country shippers?

To what extent is speculation in the hog market responsible for the prevailing price fluctuations? Is it economic? Does it force the packer to pay more for his hogs than he otherwise would? Should it be eliminated? If so, how?

Would the packers be in favor of and assist in the inauguration of a method by which hogs could be bought by grades on bids as an addition to the present open market system?

Would the country concentration and grading of hogs for reshipment in uniform carlots be desirable as an additional element in such a method?

Is there any possibly determinable ratio between live values and product values indicating what is a fair live value?

What suggestions can the packers offer for the improvement of the hog situation?

#### SHEEP AND LAMB SITUATION.

On the subject of sheep and lambs the Committee said:

The market movement of ovine stock from important production regions is largely seasonable and is determined by the conditions of production. With fed stock the producer has more latitude in selecting his market, by timing his operations, than have other producers.

With sheep and lambs ordinarily the value of the inedible by-products is proportionately high and the wool market is a very considerable factor in determining live prices. When by-product values are low live prices necessarily are closer tied to carcass values than when they are high and as the carcasses go largely into fresh meat consumption the reflection from the wholesale market back into the livestock market is fairly rapid.

#### Local Demand Needs Broadening.

Apparently one of the greatest disabilities in the sheep and lamb situation is that while the area of production is widespread the area of consumption is quite narrow, and the amount of the total production going into the surplus markets is quite large, due to the lack of local demand in the production areas. Because of this comparatively narrow outlet the carcass market is more easily congested and a temporary oversupply is apt to cause disproportionate declines in the live price.

There is little chance of controlling the movement of range and grass stock except for a better distribution during the season and perhaps a better correlation of the movement as between competing regions. There are considerable possibilities of better controlling the fed stock movement by the organization of the operators in different sections and co-operation between these organizations.

(Continued on page 28.)



## HOW TO FIGURE MOTOR DELIVERY COSTS

### Fundamentals in Truck Operation Explained by an Expert

By F. W. Fenn, Secretary, National Motor Truck Committee, National Automobile Chamber of Commerce.

In the past few months world economic conditions have brought about a readjustment of commodity values everywhere. The packing industry has accordingly suffered from the lack of world-wide demand for its products. With a buyer's market at hand, which is the underlying cause of this change in the complexion of the markets abroad and in this country, every packer is fully cognizant of the fact that his costs must be hewn to the line.

In the pursuance of this policy one of the old, fundamental theories of successful merchandizing—quick turnover of stock—is being recognized today more than ever before. Because this permits smaller margins of profits, quick and economical transportation must be provided.

Some transportation authorities contend that it is more economical to use horses than motor trucks on the very short hauls. This is perhaps true in a measure in the most densely congested sections of one or more of the large cities. As ex-Governor Alfred E. Smith, at present chairman of the board of directors of the U. S. Trucking Corporation, pointed out very convincingly in a recent motor truck conference, the motor truck cannot compete with horse-drawn vehicles if there is to be any delay at docks or terminal points. When a truck stands idle, it is failing to do that which it was built to perform; consequently, it is indirectly losing money by reason of unearned profits.

#### Routing Must Be Right.

In general, lost time can be invariably traced to inefficient routing. Poor scheduling means that you pay for gasoline, oil and tires, as well as driver and overhead, to travel miles that could be saved by proper supervision before starting. How shall the truck operator determine the routes which his trucks must travel? This is a big problem; he must consider carefully his distance, density of traffic, mechanical difficulties, costs per mile, performance records, and many other equally important factors.

The first step then in planning an efficient delivery zone is to secure a satisfactory map of the territory covered, which should be hung in full view on the wall in the shipping clerk's office. Preferably a map should be chosen that has a large scale and gives detailed information as to streets, roads, bridges, toll gates, docks and ferries. As soon as an order is received the clerk can easily look up the street address to find the zone in which the delivery is to be made. Working from a map in this manner enables the clerk to figure out the shortest time possible to make the various stops indicated by the tacks on the map.

#### How One Packer Works It Out.

Boyd, Lundham & Company, Chicago packers, divide their working day into two deliveries. The early delivery is to the wholesale dealers; on this account loading starts promptly at 5:30, and at 6 o'clock the trucks are dispatched for the morning

calls. Upon their return from this service they are again loaded for the retail butcher routes.

The company has a route card, which is made up for each truck every day. The original of this is retained by the garage superintendent, and a carbon copy given to the driver. As deliveries are made on the outbound trip, consignments for customers nearest the stock-yards are placed on the truck last. In this way opportunity is given the driver to pick up a return load. In the meantime, the garage superintendent has his hand on the situation so efficiently that within fifteen minutes he can inform the driver what is needed and check up unnecessary delays.

"Now we have things figured out like a time-table," declared Ray Jones, the company's garage superintendent, in a recent interview. "The idea of being able to tell that it costs 35 cents to haul a ton of produce a mile with our 3-ton trucks, and 39 cents with our 1½-ton trucks, is worth while. One of our 3-tonners has covered over 57,062 miles in four years at a cost of less than \$100 for repairs."

#### Duplicate Demountable Bodies.

Many companies are using duplicate demountable bodies. In this manner one body may be loaded while the truck is hauling the other. In some cases small wheels are attached to the truck bodies so that they may be rolled from and to the chassis.

Fifteen demountable bodies and ten trucks have enabled one company in the East to handle a 300 per cent increase in business without the addition of more trucks. Incidentally, the elimination of the need for increasing the size of the loading and unloading platforms was also made possible. For it is readily apparent that, if the company had had to add at least twenty trucks with fixed bodies, instead to take care of the expansion in the business, larger loading and unloading platforms would have had to have been built at its warehouse to take care of the increase in the size of the company's fleet.

#### Packers' Delivery Problems

In a recent issue of THE NATIONAL PROVISIONER there was begun by the Committee of Local Delivery of the Institute of American Meat Packers a discussion of packers' delivery costs, and general principles for figuring these costs were laid down.

In an early issue the Committee will continue this discussion with a treatment of the subject of "Lubrication of Auto Equipment." The value of intelligent lubrication will be discussed, also the tightening up of loose nuts and bolts.

These are points where packers are losing big money, because they do not give proper attention to their auto equipment, or insist upon proper care of it.

Mr. Packer, watch for these articles. They will appear under the heading shown above.

Under the new arrangements the work capacity of the trucks has been doubled, as the loading and unloading time has been decreased from one hour to from 5 to 10 minutes; and the trucks now make two to four complete daily trips with demountable bodies, as against but one or two with fixed bodies.

Where runs are short and waits are long, heavier trucks under certain conditions may make your deliveries at a lower cost per pound and per ton-mile. The experience of Brewster, Gordon & Company, a large wholesale grocery house in Rochester, is a fine illustration of how costly it is to select trucks of the wrong weight capacity.

Mr. Rogers, the company's purchasing agent, states that with the 5-ton truck deliveries cost only 5 cents per 100 lbs.; with the 2-ton the cost per 100 lbs. was 11 cents and a fraction, which is over twice as much. It must not be understood from this example that in all cases where runs are short and waits are long delivery costs will be cut by the use of a heavier truck. In the last analysis the selection of heavy or light trucks should be dependent on two important factors: first, the distance to be covered; and, secondly, the number of stops to be made en route.

Eight years' experience with a mixed fleet of horse vehicles and motor trucks has convinced one large Eastern house that this system is not economically sound. The horse-drawn vehicles have been discarded gradually since 1911. Only the pressure of war conditions prevented the complete motorization of the company's

(Continued on page 38.)

#### "BARGAIN" TRUCK TIRES

The following bulletin, authorized by the Chairman of the Committee on Local Delivery, has been issued by Secretary Heine-mann of the Institute of American Meat Packers:

The National Vigilance Committee of the Associated Advertising Clubs of the World has issued a warning in regard to a large quantity of unguaranteed American truck tires recently purchased from the French Government and soon to be offered to the American public.

These tires, along with other surplus supplies of the American Army, were sold to the French Government. The French Government in turn disposed of the tires by selling them to Americans who are bringing them back to this country and are about to offer them through the retail trade to the American public.

The tires, which are of standard makes such as Firestone, Goodrich, Goodyear, Kelly-Springfield and Republic, bear the name of the manufacturer, the serial number, and other marks of identification. They will be offered to dealers at what appears to be a great reduction from the regular list price. The literature accompanying the offering intimates that the tires are in every respect fully guaranteed but carefully avoids the direct statement that they are fully guaranteed by the manufacturer.

Although these tires were of the first quality, they have been out of the hands of the manufacturers for three years or more. According to testimony before a committee of the House of Representatives, they were left uncovered for a number of months and were otherwise exposed to conditions which will cause any tire to deteriorate rapidly. Moreover, they have been shipped twice across the ocean and thus exposed to the action of salt air, which tends to deteriorate them further.

The Vigilance Committee states that the tire manufacturers whose names appear upon these tires are clearly under no obligation to make any adjustment upon them, and that the manufacturers themselves say adjustments will not be made. It is evident that those who purchase these tires do so at their own risk.

## Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 22 West Monroe St., Chicago, Ill.

### BETTER EASTERN MEAT SCHEDULES.

Effective June 1st, the New York Central Railroad will inaugurate a third morning arrival at New York on fresh meat and perishable freight from Chicago and Chicago Junctions; also via the Kankakee Belt route. This will include meat and perishables from Chicago, as well as that received by the Indiana Harbor Belt up to 4:30 p. m. each day; thus establishing third morning delivery from Chicago proper, and fourth morning from Missouri River and South St. Paul on these commodities leaving the above points on the noon trains.

This is the fastest schedule that has ever been offered to the shipping public, being shorter than pre-war schedules, and will remain in effect until October 31st.

In addition, the New York Central advise that their ice houses are filled to capacity, which further insures shippers over that line ample refrigeration protection.

### INTERSTATE COMMERCE CASES.

Complaints made to the Interstate Commerce Commission recently and decisions rendered by the Commission in cases of interest to meat packers are as follows:

**Import Rates on Crude Coconut Oil.**—A tentative report has been proposed in the case of Lautz Brothers & Co. vs. Director General as agent, Docket No. 11571, the syllabus of which is as follows: "Import rate of \$1.125 on crude coconut oil in tank car loads from San Francisco, Calif., to Buffalo, N. Y., found not to have been unreasonable. Complaint dismissed."

**Cattle from Texas to Wyoming.**—A tentative report has been proposed in the case of W. P. Parks vs. Director General as agent, C. B. & Q. R. R. Co. et al., Docket No. 12065, the syllabus of which is as follows: "Charges for the transportation of 28 carloads of cattle from Lemesa, Tex., to Morrocroft, Wyo., constituting a return movement of cattle that had been previously shipped south, not found unreasonable. Complaint dismissed."

**Rates on Velvet Bean Meal.**—A complaint has been filed by the Eagle Cotton Oil Company vs. Alabama Great Southern, Docket No. 12730. It is directed against unjust and unreasonable rates on velvet bean meal from Eutaw, Ala., to Meridian, Miss., in that rate of 24 cents on which charges were based exceeded 15½ cents. The prayer asks for just and reasonable rates and reparation down to a basis of 15½-cent rate.

**Rates on Green Salted Hides.**—In the case of Hirth-Krause Company vs. Director General as agent, C. M. & St. P. Rwy. Co. et al., Docket No. 11223, the Commission found that rates on green salted hides, in carloads, from Chicago, Ill., Racine and Milwaukee, Wis., to Rockford, Mich., were unreasonable and unduly prejudicial. Reparation was awarded and measure of reasonable maximum and non-prejudicial rates prescribed.

**Livestock from New Mexico and Texas to Oklahoma.**—Fourth Section Order 7953. By order entered May 3, the Commission has authorized the carriers, parties to Agent Leland's tariff I. C. C. No. 1370, to suspend to and including July 15, as provided in special permission No. 52754 as amended, the operation of the increases in rates established in accordance with the

report of the Commission in Ex Parte 74, on stock, range cattle and other animals from points in New Mexico and Texas to points in Oklahoma, shown in the said tariff, without observing the provisions of the fourth section of the interstate commerce act.

**Fresh meats from Mason City to Minneapolis.**—A tentative report has been proposed in the case of Jacob E. Decker & Sons vs. Director General as agent, M. & St. L. Rwy. Co. et al., Docket No. 11578, the syllabus of which is as follows: 1. Rates on fresh meats and packinghouse products, in straight or mixed carloads, from Mason City, Iowa, to Minneapolis, Minn., not found unduly prejudicial to Mason City. 2. Rate on packinghouse products from Mason City to Duluth, Minn., not found unduly prejudicial, except and to the extent that it exceeds the rates contemporaneously in effect from Chicago, Ill., Milwaukee and Cudahy, Wis. Reparation denied."

**Fresh meats from Haggart, N. D. to St. Paul and Duluth.**—A tentative report has been proposed in the case of the Equity Co-operative Packing Company vs. Director General as agent, Docket No. 12014 and Sub. No. 1, the syllabus of which is as follows: "Rates on fresh meats and packinghouse products from Haggart, N. D., to St. Paul and Duluth, Minn., found unreasonable. Reparation awarded."

**Fresh and Salted Meats between points in Florida.**—I. & S. Docket No. 1278. 1. Proposed cancellation of proportional commodity rate of 27 cents per 100 pounds on fresh meats, in carloads, from Jacksonville and Florida Transfer, Fla., to Tampa and other points in Florida found not justified. The other items under suspension found justified. 2. An increase in such proportional commodity rate not to exceed 39.5 cents found justified. 3. Suspended schedules canceled without prejudice to the publication of schedules in conformity with findings herein.

(Continued on page 28.)

### HIDES FROM WESTERN POINTS

The Commission disposed of the conflict of opinion between packing interests over joint rates on hides from Fort Worth and Oklahoma City to eastern tanning points by holding that the increases from Fort Worth has been justified while those from Oklahoma City had not been justified.

The rates from Fort Worth proposed by Leland would have violated the fourth section. They were proposed by him on the theory that the all rail lines from Fort Worth to the eastern turning points were entitled to meet the competition of the rail-and-water routes through the gulf ports. Without discussing that point, the Commission said the carriers had not justified their proposed joint rates on hides from Fort Worth, except to points in the Southeast where Fort Worth should be allowed its natural advantage of location.

### EXTENSION OF SCALE 1716 ASKED.

The further extension of the so-called 1716 scale to apply on fresh meats and packing house products from Sioux City, South Omaha, St. Joseph and Kansas City into Texas and Oklahoma was asked by the complainants in Docket No. 12398, Armour & Co. vs. A. T. & S. F. et al., hearing on which was held before Examiner John T. Money, in Chicago, May 20. W. W. Manker, assistant traffic manager for Armour & Co., introduced as an exhibit a map which purported to show to what extent this scale already applied on these commodities in the Southwest, and said that it showed that the plants of his company at points in Texas and Oklahoma were discriminated against because of the fact that the scale applied fairly generally between packing house locations in Kansas and Missouri and those in Oklahoma and Arkansas.

## Recent Court Decisions

The following digest of recent decisions of State and Federal Courts of interest to meat packers has been prepared by Briggs & Schmutz, Attorneys, 105 West Monroe St., Chicago, Ill. The cases reviewed are those appearing in the National Reporter System, published and copyrighted by the West Publishing Company, St. Paul, Minn.

**Interstate Meat Stored in Transit Not Subject to State Cold Storage Laws.**—In the case of Swift & Company et al. vs. Relator Seney, prosecuting attorney, 270 Federal 141, Circuit Court of Appeals, Sixth Circuit, Swift & Company won on appeal. This was a suit instituted by the State of Ohio against Swift & Company and another, under the Valentine Anti-Trust Act (Sections 6390-6402, Ohio General Code) and the so-called Smith Cold Storage Act, approved March 30, 1910 (107 Ohio Laws p. 594), which provides that no person shall sell, or offer or expose for sale, any pork which has been in a cold storage house for a longer period of time than six months. Section 19 says that whoever violates any provision of this act shall be guilty of a misdemeanor, and for the first offense shall be fined, and for later offenses be fined and imprisoned.

Swift & Company had slaughtered hogs about six months before suit was filed, intending them only for the manufacture into bacon at the Chicago plant. Owing to lack of space at Chicago, carcasses were shipped to Toledo for cold storage pending their further shipment to Chicago, under a tariff, duly approved by the Interstate Commerce Commission, expressly permitting stoppage in transit for cold storage in such cases for a period of nine months, and the storage of this pork at Toledo had been within and covered by this transit privilege.

Suit was brought in the state court, and removed by Swift & Company into the United States District Court.

Judgment for Swift & Company and relator appeals. In affirming the judgment the higher court held; that the Ohio laws could have no application to this property which had remained in cold storage in the state only as an incident to its lawful interstate transportation, and that Swift & Company was entitled to its immediate return.

**Stock Delayed and Damaged in Transit.**—Hines, Director General of Railroads, vs. Whiteman et al., 228 S. W. 979 (Court of Civil Appeals of Texas, Ft. Worth, decided February 19, 1921), covered a shipment of hogs from Avery, Texas, February 26, 1918, consigned to a livestock commission company at North Ft. Worth, Texas. Shipper brought suit to recover damages, alleging that said damage occurred by reason of negligent delay, rough handling, and failure to feed and water stock.

No shipper was in charge. The petition contained special and specific allegations of such negligence.

Judgment for shipper, carrier appeals. The upper court in reversing and remanding the cause held; that where special and specific allegations of negligence are made they must be proven, that the burden cannot be placed upon the carrier to show that it was not guilty of the negligence charged.

### SHEEP PELTS, DENVER TO CHICAGO.

Hearing on Docket No. 12305, Armour & Co. vs. C. B. & Q. et al., was held before Examiner John T. Money in Chicago, May 17. The complaint in the case involved the rate on sheep pelts and mixed cars of sheep pelts and green salted hides from Denver to Chicago, the complainant's contention being that the articles are analogous and that the rate on green salted hides in carloads should apply. Reparation on 45 carloads, amounting to approximately \$2,500, was asked.



## AUSTRALIAN MEAT TRADE IS UNSETTLED

### Increased Shipping Rates Handicap Export Trade

(Staff Correspondence of The National Provisioner.)

Brisbane, Queensland, April 19, 1921.

The trade in Australia, especially that in beef, is in a peculiar position. The collapse in the market for by-products and the unsettled prices for meat in Great Britain, have left the trade here in an uncertain condition. The establishments handling beef are unable to decide what is a fair price to offer for cattle, and consequently they are remaining on the safe side. As a result, in North Queensland where the great bulk of the beef is exported from, the works are only offering 27/ per 100 lbs., and even lower rates are now talked about. On the other hand, the market in South Queensland, including the saleyards at Brisbane, is much firmer. In the other states to the south, where the effects of the recent drought are being felt, the market for stock is much better—so much so that exporters have been unable to operate.

The fact of the matter is that since the trade in Australia has been thrown on its own resources after the war it has been unable to sort itself out. The Imperial Government had all the thinking to do; the trade merely supplied the meat and the British Government took delivery and saw to its marketing, paying cash even before the meat left Australia. The Imperial Government will remain in control of the refrigerated space until the end of April so as to insure all its meat in Australia being lifted, and this has added another difficulty. It would have been better if Imperial control over both meat and space had been ended at the same time. The trade has had to look to the Imperial Government for boats for shipping meat and has not been able to get all the space required. While the Imperial Government held control of the boats the local trade could do nothing in the way of making arrangement.

Some of the works in Queensland got started and filled up their stores, only to find that there were no boats to take the meat, consequently they had to close down again. This led to loss of money and demoralization of the killing staffs and the buying arrangements. Interruptions by industrial upheavals are bad enough; to add to them by closing down works because boats are not available to take the meat is much worse.

#### Large Output Expected

The output of meat from Australia and especially from Queensland, should be good this season, as the conditions are most favorable. All over the state the grazing prospects are good. The works at Darwin will not open this season, but the routes are open and the stock will be brought east to the coastal works in Queensland for treatment. This should mean a large increase in the exportable beef from those ports.

Much dissatisfaction has been expressed in Australia at the Imperial Government advancing the rates for the carriage of meat in refrigerated holds, from Australia and New Zealand to England. Until recently the rates of freight for the carriage of free meat were as follows: Beef, 1 3/4d per lb.; mutton and legs, 1 7/8d per lb.; lamb, 2d per lb.; in each case plus 10 per cent. The new rates, which show a decided advance on those previously operating, are as follows: Beef crops and hinds, 1 7/8d per lb.; beef, forequarters and hindquarters 1 15-16d per lb.; mutton,

2 1/8d per lb.; lamb, 2 15-16d per lb.; net in each case.

#### High Rates Protested.

It is contended that lower rates should rule in view of the tendency for shipping freights to fall. The rates are a great handicap to the trade and protests have been made both by Australia and New Zealand. A recent estimate of the cost of marketing mutton from New Zealand to England was put down at 4d per lb. The transport of beef from Australia works out at slightly less; but in both cases the cost is too great and is certainly out of proportion to the costs ruling before the war.

## Swift Employees Share in Management

Closer community of interests between employee and employer, and a real share in management problems, are provided in the Employees' Representation Plan of Swift & Company, details of which were announced this week. A miniature joint government is provided whereby problems which affect the employees in the plant may be taken up and disposed of satisfactorily to both sides.

"We hope that with the plan in practical operation, both of us—employer and employee—will become more familiar with each other's problems so that there will be developed a broad sympathy and a better understanding," said Louis F. Swift, president of the company. "In the earlier days when my father had just started the business I think he knew every man by his first name and every man knew father and what his aims were—to deal equitably with all men and to progress through honest and efficient service and the square deal for all.

"I know the first day that Swift & Company started business in Chicago we dressed seven cattle. The men who dressed the carcasses and did all the other work of preparing them, then went out and sold them to the trade. It was not a business of specialists at that time, and so every man knew every other man, not only at his work but usually also in his home. It was unfortunate that this small town, community of interest feeling could not continue.

"When I first came into the business I also knew most of the men within a short time. In recent years, however, the business became so big it was no longer possible to have this personal contact and we have been casting about for some other means of keeping in touch. The war came on and in the tremendous rush that this developed it was necessarily lost sight of for a time. Now through an assembly and its committees at each plant we believe that we have provided machinery whereby the company will learn more of the difficulties with which the men are confronted and the men be given a new idea of the problems of management."

#### How the Plan Works.

The plant employees, under the plan as outlined, will choose their own candidates for election on Tuesday of this week at a primary election. The two candidates receiving the highest vote will be chosen as the nominees. The election will follow on Friday and the results will be announced Saturday.

The announcement, a copy of which was

It is expected that in time the freight charges will be much lower; but in the meantime the trade here is greatly concerned, as it is believed that much lower rates for meat must rule in England. British buyers have not been operating for delivery since March 31. When the home fat cattle are on the market the prices for frozen and chilled beef must be affected.

It was recently announced that the Commonwealth Government's line of steamers intended to adopt "the old rates" for refrigerated space and that this might lead to a war with the "conference line" steamers. The "old rates" quoted, however, do not compare at all well with pre-war rates.

In the southern states of the Commonwealth the works are doing very little owing to the prices of stock for stocking up runs that were affected by the drought. As

(Continued on page 40.)

delivered to each plant employee today, provides for elections of representatives and sets forth the purposes. It says:

"The plan provides for an assembly composed of equal numbers of elected representatives of the employees and appointed representatives of the management, acting in detail through committees of the assembly. The assembly will discuss and make recommendations on all questions referred to it or raised by it, relating to the joint interests of the company and its employees and to working conditions in particular, such as wages, hours, safety, sanitation, and like matters.

"When any decision of the assembly of joint representatives is reached by a two-thirds vote it will be sent to the management for action and will have binding effect upon both employer and employees, unless within fourteen days the board of directors of the company or the employees representatives request the assembly to reopen the matter for further consideration with a view to reaching an agreement.

"When after such reconsideration in the assembly it is deemed impossible to arrive at a collective agreement by joint conference on any one issue, the management and the employees are at liberty to take such action outside of the plan as they may think desirable. But such action will not of itself terminate the general use of the plan which shall continue in full force so long as it is desired by employer and employee.

"The committees of the assembly shall consist of three standing committees and such other permanent and temporary committees as it may see fit to appoint. On one or the other of these committees every representative will have a place.

"The standing committees are as follows:

Committee No. 1—On assembly procedure and elections.

Committee No. 2—On interpretations and for adjustment of plant rulings. For the larger plants this committee will be divided into sub-committees suited to the natural divisions of the plant.

Committee No. 3—On changes in working conditions.

"No favor or prejudice may be shown either by the company or by the employees towards any employee in the matter of voting or in any other matter by reason of the employee's race, religious creed, political belief, membership or nonmembership in any labor union or other organization.

"Elections for a place on the ballot and for the first employees' representatives, respectively, will be conducted by a temporary joint committee of three employees and three executives of the plant, nominated by the president of the company, and with the timekeeper and one employee as judges of election in each voting division. Notice of elections and of boundaries of voting divisions will be posted in every department before the election date."



## TRADE GLEANINGS

The Vance Fertilizer Company is erecting a plant at Henderson, N. C.

Plans are under way for the construction of a packing plant at Fairfield, Iowa.

The Lorain Provision Company has been incorporated at Lorain, Ohio, with a capital of \$75,000.

The slaughter house of Morris & Co. at the National Stock Yards, East St. Louis, Mo., will be rebuilt.

The Trudeau and Bluteau slaughterhouses, at Oscanto, Wis., have been destroyed by fire. The loss approximates \$1,000.

Niethamer Brothers will build a \$75,000 packing plant at Casper, Wyo., which they expect to have ready for operation by August 15.

The strike which has been in progress at the plant of the Interstate Packing Company, Winona, Minn., has ended and the men have returned to work.

The Carr Leather Company has been incorporated at New York, N. Y., with a capital of \$50,000. The incorporators are Felix Carr and Maurice E. Carr.

The Koch Butcher Supply Company, Kansas City, Mo., has leased a two-story building for the establishment of a plant to manufacture refrigerators and similar equipment.

The Robstown-Kash Cotton Seed Company has been incorporated at Robstown, Tex., with a capital stock of \$50,000. The incorporators are W. M. Bauer, Jr., C. D. Robertson and A. A. Thompson.

A merger of the Torsch Packing Company and Charles G. Summers & Company, at Baltimore, Md., has been announced. The new company will be known as the Torsch-Summers Company and is capitalized at \$400,000.

Kramp & Company has been incorporated at New Haven, Conn., to deal in meats and provisions. The company is capitalized at \$50,000 and the incorpora-

tors are Robert M. Kramp, Harry Swirsky and Philip Swirsky.

The Producers' Terminal Company has been incorporated at London, Ont., with a capital of \$1,000,000, to conduct a meat packing business. The firm has bought the old Canadian Meat Packing Company's building in Pottersburg. The plant will have a daily capacity of 75 cattle and 350 hogs and sheep. The cold storage plant is being enlarged to handle 100 cars of products daily.

### CANADIAN LIVESTOCK IN APRIL.

Sales of livestock at principal Canadian centers during the month of April, with comparisons, are reported by the Dominion Department of Agriculture as follows:

	CATTLE.		
	Month of April, 1921.	Same Month, 1920.	Month of March, 1921.
Toronto (U. S. Y.)	21,908	27,386	28,039
Montreal (Pt. St. Chs.)	2,816	2,543	2,155
Montreal (East End)	1,106	2,346	1,004
Winnipeg	8,244	6,859	8,025
Calgary	5,336	7,700	5,842
Edmonton	3,925	3,746	2,408

	CALVES.		
	Month of April, 1921.	Same Month, 1920.	Month of March, 1921.
Toronto (U. S. Y.)	7,701	7,285	5,436
Montreal (Pt. St. Chs.)	8,516	4,446	5,025
Montreal (East End)	4,956	4,094	5,459
Winnipeg	611	489	674
Calgary	190	803	337
Edmonton	171	231	155

	HOGS.		
	Month of April, 1921.	Same Month, 1920.	Month of March, 1921.
Toronto (U. S. Y.)	10,734	29,005	22,444
Montreal (Pt. St. Chs.)	7,298	5,302	5,740
Montreal (East End)	2,359	3,560	2,707
Winnipeg	9,114	13,317	12,329
Calgary	2,745	3,717	2,725
Edmonton	2,959	4,850	2,251

	SHEEP.		
	Month of April, 1921.	Same Month, 1920.	Month of March, 1921.
Toronto (U. S. Y.)	2,953	2,044	5,794
Montreal (Pt. St. Chs.)	575	390	227
Montreal (East End)	337	333	208
Winnipeg	154	721	1,076
Calgary	3,166	2,672	1,819
Edmonton	215	556	236

### PENALTY FOR PRIVATE CAR DELAY.

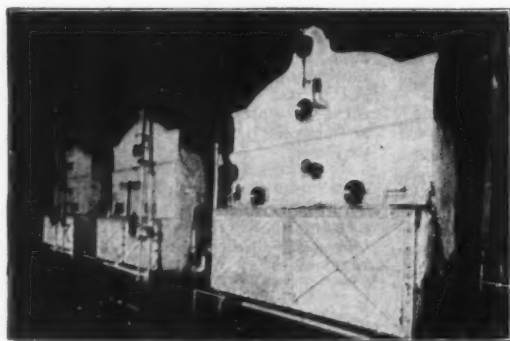
The Supreme Court of the United States has denied a writ of certiorari in C. A. Gustafson vs. the Michigan Central, in which the Supreme Court of Illinois held, in effect, that the question as to what, if any, damage a carrier must pay for failure to deliver a private car with reasonable dispatch is one arising, not under the interstate commerce law, but under the common or statute law, the latter if there be any on the subject. Refusal of the writ leaves the answer to the question as given by the Illinois court of law on the subject.

In this case the Michigan Central detained one of the complainant's tank cars for many days longer than needed to carry it to Cushing, Okla., where the complainant had lading to place in the car. Gustafson sued in the municipal court in Chicago and won. The railroad took the question to the appellate court, which sustained the lower court. The supreme court of the state did likewise, thus allowing to stand the judgment of the lower courts, which gave Gustafson judgment for what he proved would be a reasonable amount for the days during which the car was detained by the Michigan Central beyond a reasonable time for delivery of the car at Cushing.

### IMPORTS OF MEAT AND PRODUCTS.

Imports of meat and meat food products during the nine months ending March, 1921 and 1920, are reported by the Bureau of Animal Industry as follows:

Fresh and refrigerated beef—1921, 28,558,662 lbs.; 1920, 24,843,106 lbs. Other fresh and refrigerated meats—1921, 92,747,012 lbs.; 1920, 11,240,818 lbs. Canned and cured meats—1921, 5,182,537 lbs.; 1920, 1,281,266 lbs. Other products—1921, 5,330,572 lbs.; 1920, 5,309,290 lbs. Total weight—1921, 131,818,783 lbs.; 1920, 42,674,480 lbs.



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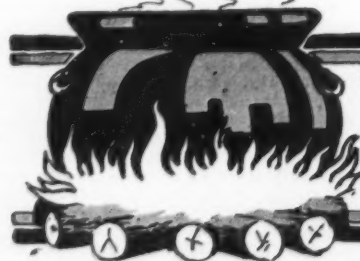
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can Can Company, Chicago; W. J. Richter, Armour  
Mechanical Company, Chicago.

## THE LIFE OF TRADE

During the many congressional hearings  
in regard to the packing industry the  
charge has frequently been made that un-  
doubtedly there must be some combination,  
since the branch markets of the packers  
are generally found in the same locality.  
Like many such charges, the only consid-  
eration this one deserves is an understand-  
ing of the fundamentals.

In a large Southern city a local packer  
operated a separate wholesale market in  
that part of his city where other packers  
had located their branches, and which  
gradually became the recognized center for  
wholesalers of meat.

As his business developed, this local  
packer conceived the idea that reputation  
of his product and the loyalty of his native  
friends to a home industry would enable  
him substantially to increase his business  
if he located at some distance from his  
competitors.

He accordingly abandoned his old loca-  
tion, took a lease on new quarters, and  
opened the finest-equipped establishment in  
the city. The first month he showed an  
increase in sales, but each month there-  
after registered a decrease.

Despairing of success he sought and  
found a lessee for his new location,  
pocketed a loss on the transaction, and  
returned to his old location a sadder but  
wiser man.

Despite the less imposing quarters, the  
sales showed an increase of over fifty per  
cent the first month of his return, and this  
record has held steadily from month to  
month since that time.

Do we need a better illustration to prove  
that there is a justification for the  
saying that "Competition is the life of  
trade?"

## AN ILLUSTRATION

A recent case which illustrates the  
benefits of co-operation, as exemplified in  
the Institute of American Meat Packers,  
and shows as well the fairness of big busi-  
ness men, has just come to attention.

The E. Kahn's Sons Company of Cin-  
cinnati recently decided to register the  
trade mark "American Beauty," used on  
their hams, bacon, lard and sausage; but  
found it had been patented by the Schwarz-  
schild & Sulzberger Company in 1902, at  
which time it was in actual use by that  
concern.

It was therefore necessary for them to  
secure a waiver from the present owners—  
Wilson & Company—or else seek a sub-  
stitute name. Meanwhile Wilson & Com-  
pany had practically completed their plans  
to resume use of the label to which they  
were lawfully entitled at one of their  
Eastern plants.

The Cincinnati concern informally re-  
quested the owners of the letters patent to  
waive their rights, and to permit them to  
acquire the right to its continued use.  
Without a word of protest the request was  
promptly complied with, although this  
meant a considerable loss of time to the  
larger concern, which must now select a  
new and suitable brand for its Eastern  
plant.

Such an attitude is proof of the spirit of  
co-operation so earnestly advocated  
throughout the packers' organization, the  
Institute of American Meat Packers.  
Those who love to attribute all evil mo-  
tives to meat packers might jot down this  
instance for private perusal.

## BUSINESS ON UP GRADE

Business is on the up-grade but not  
yet "running on high," declares Archer  
Wall Douglas in his monthly review of  
business conditions in the current number  
of The Nation's Business. Mr. Douglas is  
chairman of the Committee on Statistics  
and Standards of the Chamber of Com-  
merce of the United States.

The great mass of the people are looking  
the facts squarely in the face, says Mr.  
Douglas. There are no delusions as to any  
sudden return to prosperity, nor of advanc-  
ing prices, nor of scarcity in any lines.  
There is the realization that both time and  
patience are required to work out the prob-  
lems which confront us. The many have  
accepted the situation, and are adapting  
themselves to the inevitable, which is that  
much progress made in the way of read-  
justment.

In many of the large centers there is  
the curious paradox of much unemploy-  
ment accompanied by growing savings ac-  
counts. The explanation seems to be that  
those who have jobs are none too certain  
of them, and are casting consequent an-  
chors to windward in the shape of less  
spending. The financial position of the  
farmer grows stronger as he is gradually  
liquidating his obligations, decreasing his  
cost of production, and finding more eco-  
nomical methods of distribution, largely  
through his co-operative associations.

It is one of the ironies of economics that  
the present business stagnation arises  
largely from an overabundance of wealth  
that cannot find a market. The copper  
industry illustrates this by having so large  
a surplus above ground, for which there  
is no prospective market, that all the  
mines are closed down. It might be added  
that some lines allied with the meat in-  
dustry—such as fertilizers, hides, etc.—  
have been in much the same situation.  
Some are already experiencing a measure  
of relief; others are expecting it before  
long. The outlook on the whole is hopeful.



## PRACTICAL POINTS FOR THE TRADE

### EXPERT ADVICE.

Answers to questions appearing on this page are prepared with the advice and assistance of the Committee on Packinghouse Practice of the Institute of American Meat Packers. This committee comprises Myrick D. Harding, general superintendent Armour & Company; W. B. Farris, general superintendent Morris & Company; Jacob Moog, vice-president Wilson & Company; F. J. Gardner, general superintendent Swift & Company; John Robertson, general superintendent Miller & Hart; Arthur Cushman, general superintendent Allied Packers, Inc.; Geo. M. Foster, general superintendent John Morrell & Co., Sioux Falls, S. D., and J. J. Cuff, general manager Jacob Dold Packing Co., Buffalo, N. Y.

Readers are invited to submit questions concerning any feature of packinghouse practice on which they desire information or assistance. Criticism or suggestions concerning any matter here discussed are also invited, and will be given careful attention.

### YIELDS IN TANNING HIDES.

An Illinois packer recently asked this question:

We would like to get a little information in regard to the tanning of hides; that is, what per cent of leather would be tanned out of each hide? In other words, if we were going to tan hides how would we arrive at some basis in regard to whether or not we get the proper yield from same. Any information you can give regarding this will be greatly appreciated.

The Committee on Packinghouse practice replied as follows:

In this connection it is pretty hard to give a general opinion on the tanning question, without having some more knowledge of the take-off, the kind of hides they wish to have tanned, and the class of leather that it is desired to make.

It is almost impossible to make any hard and fast rules with reference to yields, as they will vary according to the condition of the hides and also as to the various tannages. Some tanners will load their leather heavier than other tanners.

Figuring on big packer hides in a general way, for sole leather, we would figure an average yield of 80% on short-haired butts, heavy and light Texas and about 75% on Colorados. On short-haired branded cows, ex-light Texas, we would figure about the same yield, or 75%. On light native cows and extreme light native steers the yield would be about 75% on summer-haired hides. On the long-haired or winter-haired hides, the yield would be anywhere from five to ten per cent less.

(EDITOR'S NOTE.—In an early issue THE NATIONAL PROVISIONER will publish some interesting figures from an expert on the subject: "Does it pay to tan hides and skins?")

### CASINGS MUST BE STAMPED.

Federal Meat Inspection authorities have issued a notice warning the sausage trade that any meat or meat products containing benzoate of soda shall be labeled, not only on the carton but also on the casing. This does not apply to sausages smaller than the ring variety, provided these products are placed in properly labeled cartons having a maximum capacity of 10 pounds and containing a single kind of product. The notice in full is as follows:

Referring to paragraph 9, section 9, Reg-

ulation 17, B. A. I. Order 211, providing that any meat or products containing any benzoate of soda shall be plainly labeled so as to show the presence and amount of such benzoate of soda, it should be observed that in the case of sausage containing benzoate of soda the above-mentioned regulation applies not only to the carton or other container in which the sausage may be placed, but also to the casing, with the exception that no marks are required on sausage or similar products stuffed in casings smaller than the ring variety, in instances where such products are placed in small and properly labeled cartons having a maximum capacity of 10 pounds, provided the cartons contain a single kind of product.

With the exception of the smaller products placed in containers as indicated above, the presence and amount of benzoate of soda is required to be marked on each piece, excluding the small variety of products, such as pork links, Frankfurt style links, Vienna style links, etc., which shall bear one or more marks to each chain or two or more marks to each bunch.

### UNCOOKED PORK PRODUCTS RULING.

In addition to the pork products already coming under the Bureau of Animal Industry classification of "Pork products customarily eaten without cooking," the bureau announces that the following products are also held to belong to this class: All forms of summer sausage containing pork; Mortadella; Mettwurst, Westphalian style hams; Italian style hams; pork loins used for products such as lachschinken (loin roll). These products must therefore be prepared in accordance with the methods prescribed by the Bureau for products coming under this classification. The notice in full follows:

Referring to Service and Regulatory Announcements of December, 1917, notice under the caption "Preparation of pork products customarily eaten without cooking," and supplemental instructions in Service and Regulatory Announcements of July, 1918, March, 1919, May, 1920, and March, 1921, it should be observed that, in addition to the pork butts for capicola and coppa specifically mentioned in the Announcements of December, 1917, and the product described in the Announcements of March, 1921, the following are held to belong to the class of products customarily eaten without cooking and should therefore be prepared in accordance with the methods prescribed for the destruction of live trichinae:

All forms of summer sausage containing pork.

Mortadella.

Mettwurst.

Westphalian style hams.

Italian style hams.

Pork loins used for products such as lachschinken (loin roll).

The methods that have been prescribed in former instructions, herein referred to, comprise refrigeration for not less than 20 days at a temperature not higher than 5 deg. F., exposure to heat sufficient to raise the temperature of the product to not less than 137 deg. F., or certain special methods which may be employed in the case of products to which they are

applicable, if such methods are preferred by establishments to the general methods of refrigeration or exposure to heat.

In regard to products containing pork and which are sold by official establishments as cooked products, attention is again directed to the notice in Service and Regulatory Announcements of July, 1918, emphasizing the requirements as to exposure of such products to sufficient heat to destroy any trichinae which may be present.

It is possible that, in addition to the products listed and otherwise referred to in the foregoing paragraphs, official establishments are preparing other products containing pork which are customarily eaten without cooking. If such products are observed, detailed information concerning the character of the products and the manner in which they are served for consumption should be promptly submitted to the Washington office for its consideration and ruling on the subject.

### DECIDES TELEGRAPH LIABILITY.

In a decision dated May 3, 1921, and released May 21, the Interstate Commerce Commission has condemned the present rules of telegraph companies limiting their liability for negligence in the transmission or delivery of messages.

In the order which accompanies the decision the companies are ordered on or before July 13, 1921, to cease the use of the present form and they are required after that date to apply rules and provisions which shall limit their liability for errors or delays to amounts to not less than \$500 for each such message received for transmission at the unrepeated-message rate, or less than \$5,000 for each such message received for transmission at the repeated-message rate. The rules shall further provide that increased liability may be imposed on the telegraph company in the case of repeated messages by providing an additional charge equal to one-tenth of one per cent of the amount by which such valuation shall exceed \$5,000.

**F. C. ROGERS**  
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**JONES & LAMB CO., Baltimore, Md.**  
**MEAT PACKERS**  
CORRESPONDENCE SOLICITED



# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Market Steadier—Some Recoveries—Demand Fair—Hog Movement Not Heavy—Hog Prices Better.**

The developments in the future market during the past week have indicated a more confident feeling regarding the situation and prices have shown a recovery from the low point with the May delivery at about the highest point of the month on pork and ribs and fairly well up from the low point on lard. The July delivery has not shown so much recovery as the May, partly due to the evening up of the contracts for the May delivery and a comparatively limited volume of offerings. There has been a moderate shipping request and prices have been stimulated to some extent by the advance in wheat. The general trade however has not been very heavy but it has been fair. Shipments of fresh meats fell off for the past week 16,000,000 lbs. but there was an increase of 10,000,000 lbs. in cut meats compared with last year and an increase in lard shipments.

At the ports the export movement kept up fairly well. The lard shipments were 8,800,000 lbs., about equal to the shipments for last week and last year, and the shipments of meats showed an increase over the preceding week of over 3,000,000 lbs. The United Kingdom continues to take all the meats going out. Out of the shipments the past week of 11,700,000 lbs., all but about 2,000,000 lbs. were to English points.

The Bureau of Markets report of the stocks of meats in cold storage shows some extremely interesting figures. The amount of product which went into cure during the month of April showed a decrease of 10,000,000 lbs. of frozen pork, a decrease of 7,500,000 lbs. of dry salt pork, a decrease in pickled pork of 5,000,000 lbs. and a decrease in lard produced of 3,000,000 lbs. compared with last year. The meats placed in cure or frozen during the month of April compared with April last year and March this year follow:

	Apr. 1921.	Apr. 1920.	Mar. 1921.
Beef, frozen, lbs.	6,316,363	8,072,422	6,408,292
Pork, frozen, lbs.	23,462,113	33,831,063	43,609,757
Lamb-mutton, frozen, lbs.	404,039	850,498	418,776
Beef, cured, lbs.	5,891,677	6,608,161	6,476,932
Pork, dry salt, lbs.	67,093,166	75,396,074	82,075,747
Pork, pickled, lbs.	125,338,924	130,575,591	140,724,348
Lard produced, lbs.	102,572,160	105,887,114	123,130,369

The cold storage holdings on May 1st compared with April 1st and May 1st last year showed the following totals:

	May 1, 1921.	April 1, 1921.	May 1, 1920.
Beef—Frozen	100,747,000	114,003,000	170,455,000
Cured	22,353,000	24,282,000	30,333,000
Total	123,100,000	138,345,000	200,788,000
Pork—Frozen	201,247,000	219,964,000	144,453,000
Dry salt	247,358,000	265,366,000	462,388,000
Pickled	332,586,000	367,552,000	353,863,000
Lard	150,984,000	128,613,000	141,819,000

A most interesting statement was issued in the last number of the Market Reporter as the result of the investigation made by the Bureau of Markets. These investigations have been carried on for a considerable period and are the outgrowth of investigations made by the Food Administration and taken up and carried on by the Bureau of Markets. This report shows that the average amount of lard per hog is considerably more than generally estimated, due to the rather good weights. These investigations apply to the points where there has been Federal inspection and are applied only to the establishments

where there was official inspection. The tabulation follows:

Class.	Average per animal.	Average per live wt.	Total production Mar. 1.	Total production Jan.-Mar.
Edible, beef fats (unrendered)	47.76	4.75	29,821,000	81,780,000
Edible beef offal	27.86	2.77	17,396,000	49,436,000
Cattle hides	68.59	6.62	41,578,000	121,584,000
Edible calf fats (unrendered)	1.00	.70	361,000	1,777,000
Edible calf offal	5.35	3.73	1,935,000	5,141,000
Lard (rendered)	37.12	16.39	114,149,000	385,247,000
Edible hog offal	5.21	2.29	16,021,000	69,078,000
Pork trimmings	9.17	4.03	28,109,000	96,916,000
Inedible grease (rendered)	2.90	1.27	9,918,000	33,273,000
Sheep edible fat (unrendered)	3.93	3.45	3,291,000	9,369,000
Sheep, edible, offal	1.80	2.25	2,140,000	6,193,000

The amounts of these by-products furnish an enormous factor in the packing business and this statement appears to be the first analytical report that has been issued, based upon a broad enough investigation to really be instructive and reasonably accurate.

**PORK**—The market was inactive with export interest limited, and domestic inquiry moderate. The undertone was barely steady. At New York mess was quoted at \$25@25.50, family \$30@33, and short clears \$23@25. At Chicago mess was quotable at \$19.

**LARD**—The market continued to be featured by a slack cash demand, notwithstanding the fact that compound lard is out of line with pure lard prices. Export interest is lacking. At New York prime western is quoted at 10.40@10.50c, middle western 9.75@9.85c, New York City 9c asked; refined to the continent 11½c, South American 11¼c, and Brazil kegs 12¾c. Compound New York in car lots was 8¾@9c, five-thousand-pound basis 9¼c, and less than 5,000 lbs. 9¾@10c, according to brand. At Chicago loose lard was quoted \$1.30 under July, leaf lard at 8½c, while regular lard in round lots was around May price.

**BEEF**—The market was dull and steady. At New York mess was quoted at \$16@18, packet \$16@17, family \$17@19, and extra India mess \$25@26.

SEE PAGE 35 FOR LATER MARKETS.

## The Packers' Pageant

The annual convention of the Institute of American Meat Packers will be held at Chicago on August 8, 9 and 10, 1921, in conjunction with the Pageant of Progress, a second World's Fair, which is to be held at Chicago during that period.

The Pageant of Progress is to include as one of its prominent features a splendid historical and illustrative exhibit of the meat packing industry, in the preparation of which members of the Institute and of the American Meat Packers' Trade & Supply Association will cooperate. Full information concerning this "second World's Fair" and the convention features in connection therewith will be published in early issues of THE NATIONAL PROVISIONER.

## EXPORTS OF HOG PRODUCTS.

Exports of hog products from the Atlantic ports, by countries of destination, for the week ending Saturday, May 21, 1921, are reported to The National Provisioner as follows:

	Pork, bbls.	Lard, lbs.	Meat, lbs.
Liverpool	1,109,000	4,468,000	1,434,000
London	1,334,000	2,337,000	329,000
Glasgow	329,000	1,087,000	54,000
Bristol	54,000	124,000	1,359,000
Other English ports	545,000	1,634,000	445,000
Antwerp	1,634,000	963,000	2,102,000
Germany	445,000	183,000	285,000
Holland	2,102,000	480,000	785,000
France	285,000	402,000	115,000
Other Continental ports	785,000	207,000	115,000
Elsewhere	103,000	11,700,000	
Total	115,000	8,835,000	11,700,000

## CANADIAN CATTLE MARKETS.

Sales of cattle and calves at chief Canadian centers, with top prices for selects, compared to the same time a week and a year ago, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending May 19, 1921:

	CATTLE.			CALVES.		
	Sales Week ending May 19, 1920.	Same Week ending May 12, 1920.	Top price good steers Week ending May 12, 1920.	Sales Week ending May 19, 1920.	Same Week ending May 12, 1920.	Top price good calves Week ending May 12, 1920.
Toronto (U. S. Y.)	7,516	6,628	6.310	\$12.00	\$15.00	\$10.25
Montreal (Pa. St. Chs.)	444	682	404	10.00	15.90	10.00
Montreal (E. End)	249	449	159	10.00	15.90	10.00
Winnipeg	1,399	1,402	1,449	9.00	17.00	9.25
Calgary	1,272	428	1,518	7.50	15.75	8.00
Edmonton	731	259	621	8.00	15.50	8.00

## CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending May 19, 1921, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture, with top prices for selects, compared to a week and a year ago:

	Sales			Top price selects—		
	Week ending May 19, 1920.	Same Week ending May 12, 1920.	Top price good hogs Week ending May 12, 1920.	Sales Week ending May 19, 1920.	Same Week ending May 12, 1920.	Top price good hogs Week ending May 12, 1920.
Toronto (U. S. Y.)	7,408	8,133	6,433	\$10.50	\$21.00	\$11.00
Montreal (Pa. St. Chs.)	3,051	1,137	2,141	12.00	21.50	13.50
Montreal (E. End)	679	667	484	12.00	21.50	13.50
Winnipeg	1,778	2,013	1,737	13.00	22.00	13.50
Calgary	1,205	418	942	12.25	22.00	12.10
Edmonton	619	579	638	11.25	21.50	11.25

## CANADIAN MUTTON MARKETS.

Sales of sheep and lambs at chief Canadian centers, with top prices for good lambs, compared to a week and a year ago, are reported by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending May 19, 1921, as follows:

	Sales			Top price good lambs		
	Week ending May 19, 1920.	Same Week ending May 12, 1920.	Top price good lambs Week ending May 12, 1920.	Sales Week ending May 19, 1920.	Same Week ending May 12, 1920.	Top price good lambs Week ending May 12, 1920.
Toronto (U. S. Y.)	1,362	595	694	\$13.50	\$14.00	\$13.50
Montreal (Pa. St. Chs.)	286	220	243	*17.00	14.00	*17.00
Montreal (E. End)	240	138	48	*17.00	14.00	*17.00
Winnipeg	64	34	216	12.00	12.00	12.00
Calgary	400	133	100	10.00	10.00	10.00
Edmonton	...	...	...	...	...	...

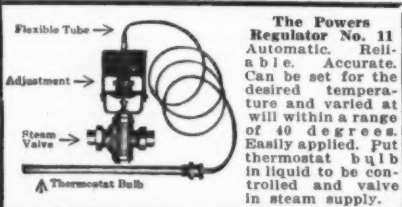
\*Spring lambs. †Each.

## Proper Temperature Necessary In Hog Scalding

In hog scalding, hand regulation frequently results in over-scalding or under-scalding, and consequent mutilation of skins. Even the most constant watchfulness on the part of employees cannot prevent these accidents when the temperature is controlled by hand.

## Powers Automatic Thermostatic Regulators

These automatic machines control the temperature without material variation. The sensitive thermostatic bulb which is immersed in the water keeps the heat at the proper degree. Powers Regulators are easy to install, do not require further attention, and maintain the proper temperature, thus allowing the employee to devote his entire time to productive work.



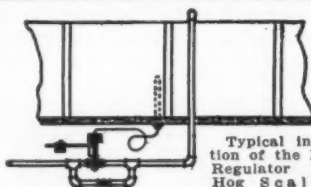
### TRY ONE

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Typical installation of the No. 11 Regulator in a Hog Scalding Tank. Arrangement may be modified for other conditions.

## Packinghouse By-Products Markets

### Blood.

Chicago, May 26, 1921.

So far as can be learned, there was no inquiry for Blood and producers had such small stocks on hand that they were not compelled to force offerings on the market. This was a very fortunate condition for the trade. An offer of \$2.50 for ground concentrated in bags and \$2.00 for unground in bulk went without sellers. The market is nominally as follows:

	Unit ammonia.
Ground .....	\$2.75@3.00
Crushed and unground.....	2.50@2.65
Ground concentrated tankage.....	2.35@2.50
Unground concentrated .....	2.00@2.25

### Digester Hog Tankage Materials.

The bulk of business was done at \$2.25 f. o. b. Oklahoma City and New York City, shipment immediate. Two Chicago buyers raised their limits to \$1.75 for unground and \$2.00 for ground on choice goods for delivery over June, July and August, but sellers were unwilling to go along on that price basis, since most of them desire to sell for immediate shipment only. Nominally prices are as follows:

	Unit ammonia.
Ground, 11½-12% ammonia.....	\$2.00@2.25
Unground, 10-11% ammonia.....	1.65@1.85
Unground, 7-9% ammonia.....	1.35@1.50

### Fertilizer Tankage Materials.

There were some inquiries from the South this week, the buyers down there being of the firm belief prices have reached bottom. However, no trading of consequence was done, owing to sellers pricing their material 25c to 50c above buyers' ideas. Most inquiry was for August and September shipment, although some indicated they would take June and July delivery if prices were low enough to warrant same. A bid equal to \$2.75 delivered Pacific Coast terminal points was placed on a round lot of 10% ground tankage in bags, but up to last accounts, the seller had not confirmed. Shipment would be from a far Northwest point. Another fairly good amount of business was consummated in unground and crushed tankage at \$1.90 to \$2.00 basis Baltimore, with high grade ground packed in bags at \$2.25 f. o. b. New York City. A fair amount of low grade country tankage and rough renderers tankage sold at \$1.00 delivered Chicago. Extra desirable dry unground bone tankage brought \$13 basis Chicago freight. Trading in hoof meal was again limited at \$2.00 basis Chicago freight. An offer of \$1.00 for liquid stick had not been accepted by the seller late this week. A buyer came into the market this week for dry waste hair at \$1.00 bulk in cars, but sellers were not willing to trade under \$1.25. Ground garbage tankage moved a little more freely at \$5.00 per ton basis Chicago. Quotations are nominally:

	Unit ammonia.
High grade, ground, 10-11% ammonia.....	\$2.10@2.25
Lower grade, ground, 6-9% ammonia.....	1.75@2.00
High grade, unground.....	1.85@2.00
Medium grade, unground.....	1.50@1.75
Low grade and country rend. unground.....	1.00@1.25
Bone tankage, unground.....	1.50@1.75
Hoof meal.....	1.85@2.00
Liquid stick.....	1.00@1.25
Hair tankage, dry, unground.....	1.25@1.50
Garbage tankage, ground.....	1.00@1.25

### Bone Meals.

A liberal tonnage of pure raw bone meal of very white color and excellent mechanical condition packed in bags sold at \$34 delivered Missouri points, shipment over June, July and September. Dark raw bone meal again went in bulk at \$25 basis Chicago. A bid of \$20 f. o. b. Chicago was placed on 1% and 65% ground steamed bone packed in buyer's bags, but was not accepted, the seller holding out firmly for \$24. A round lot of 3% and 50% ground steamed bone in bags was offered at \$23.50,

but no buyers were found. Grinding hoofs continued a drag on the market.

	Per ton.
Raw bone meal.....	\$24.00@26.00
Steamed, bone meal.....	22.00@25.00
Steamed, unground .....	16.00@18.00
Grinding hoofs, pig toes, waste horns.....	25.00@30.00

### Cracklings.

Desirable pork cracklings were offered at \$35 and beef cracklings at \$30 delivered Chicago, but buyers claim they have such heavy stocks on hand that they are not in position to pay those prices. Most trading was at \$42 to \$45 delivered Philadelphia, and around \$42 f. o. b. New York City.

Pork, according to grease and quality.....	\$35.00@40.00
Beef, according to grease and quality.....	25.00@30.00

### Glue and Gelatine Stocks.

Gelatine stocks had a decline of around \$3.00 per ton. However, more business was consummated in calf plates and shanks than in some time. Shipment was to be made promptly, since none of the buyers are willing to venture very far into the future. Edible pig skin strips went without buyers, although offerings were very limited, since most of the producers are still tanking their stocks. Buyers lowered their bids to \$25 delivered Chicago on jaws, skulls and knuckles, and could not be ousted from their position. A few trades were consummated on that basis. Some trading was done in sinews and pizels at \$25 basis Chicago, although very few of the big sellers were willing to do business at that figure.

Calf stock .....	\$60.00@100.00
Edible pig skin strips.....	50.00@ 55.00
Rejected manufacturing bones.....	40.00@ 45.00
Horn piths .....	25.00@ 30.00
Cattle jaw, skulls and knuckles.....	23.00@ 25.00
Junk and hotel kitchen bones.....	16.00@ 18.00
Hog, calf and sheep bones.....	18.00@ 20.00
Sinews, pizels and hide trimmings.....	22.00@ 25.00
Sheep trimmings .....	12.00@ 14.00

### Hoofs, Horns and Manufacturing Bones.

A fair amount of business was consummated on a basis of \$50 to \$60 basis Philadelphia for manufacturing bones, according to quality. There was some business done in hoofs at \$20 delivered Chicago, and \$150 for unassorted small packer horns.

	Per ton.
No. 1 horns.....	\$175.00@200.00
No. 2 horns.....	125.00@150.00
No. 3 horns.....	50.00@ 75.00
Hoofs, black .....	25.00@ 30.00
Hoofs, striped .....	30.00@ 35.00
Hoofs, white .....	35.00@ 40.00
Round shin bones, heavies.....	55.00@ 60.00
Round shin bones, lights.....	45.00@ 50.00
Flat shin bones, heavies.....	47.50@ 52.50
Flat shin bones, lights.....	40.00@ 45.00
Thigh bones, heavies.....	52.50@ 57.50
Thigh bones, lights.....	45.00@ 50.00

### Hog Hair.

Not a few sellers of coil dried hog hair cut loose this week at a new low price for the year thus far, namely, 1c per pound f. o. b. production points. Manufacturers of finished hair withdrew from the market entirely, they claiming that the severe slump in the automobile business precludes any possibility of doing business in that direction for months to come. Several lots of processed hog hair were offered without buyers, the latter not even making an offer. Sellers and buyers were too wide apart in their views to permit trading in cattle switches.

### Pig Skin Strips.

A sharp falling off in the volume of business in pig skin strips. Sellers were pricing their offerings 1c per pound above the ideas of buyers, the latter lacking interest above 4c per pound f. o. b. and basis Chicago freight for prime No. 1 grades. Most producers of No. 2's and No. 3's are now tanking the same, this being the only outlet that they can find.



# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market the past week has been rather quiet, and while prices have not shown any change of importance, the undertone on the whole was easier. No important sales were recorded, but offerings were somewhat freer and demand rather slow. Very little was done in South American tallow, but high-grade Argentine continues to hang around the 5½¢ level. Australian tallow at Liverpool advanced a shilling, with fine tallow there up to 37s 6d per 100, and mixed tallow 36s per 100. There were no changes of importance in oils or greases that would affect the tallow market, and generally an awaiting attitude is noted. At New York prime city tallow was 4@4½¢ nominal, special loose 5½¢ asked, and edible 7¢ nominal. At Chicago packers No. 1 was quoted at 4½¢@5¢, and edible at 6½¢@6¾¢.

**OLEO-STEARINE**—The market was inactive, both domestic and export, and while prices showed little or no change, the undertone was less strong. Offerings were slightly larger, and consumers were inclined to hold off in view of the slack demand for compound lard, and the unfavorable competing basis at which compound is held. With pure lard at or under compound prices, there is little prospect for any important trade, and this naturally finds reflection in the stearine market. As a result oleo at New York is 7½¢ asked, while at Chicago the market was 7@7½¢.

**OLEO OIL**—The market the past week was dull and steady with demand rather quiet, partly due to the easier tone in oleo-stearine. At New York extra was quoted at 11½¢@11¾¢ and at Chicago at 10@10½¢.

SEE PAGE 35 FOR LATER MARKETS.

**LARD OIL**—The market the past week lacked feature and showed further weakness in the edible grades, which continued to meet a limited demand. At New York edible was quoted at \$1.05@1.15 per gallon, winter strained 78@82¢, extra No. 1 at 70@72¢, No. 1 at 65@68¢, and No. 2 at 62@63¢.

**NEATSFOOT OIL**—No important changes were recorded the past week. At New York pure refined is 77@80¢ per gallon, extra No. 1 at 72¢, No. 1 at 68¢ and prime at 64¢.

**GREASES**—The market continues extremely quiet, with demand slow, and offerings fair, except choice white grease for export, which is rather strongly held in some quarters. Export interest is limited, and domestic trade moderate. At New York choice yellow and house are quoted at 3¼¢@4¢, brown 3¼¢@3½¢, and choice

white at 5¼¢@7¼¢, according to brand. At Chicago brown was quoted at 3@3½¢, the same as house, while yellow was 3¼¢@4¢, and white at 4¼¢@5¼¢, according to brand.

### GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, May 24.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. avg., 20½¢; 10@12 lbs. avg., 19½¢; 12@14 lbs. avg., 19¼¢; 14@16 lbs. avg., 19¼¢; 16@18 lbs. avg., 19¼¢; 18@20 lbs. avg., 19¼¢. Sweet pickled, 8@10 lbs. avg., 20½¢; 10@12 lbs. avg., 20½¢; 12@14 lbs. avg., 19¼¢; 14@16 lbs. avg., 19¼¢; 16@18 lbs. avg., 20¢; 18@20 lbs. avg., 20¢.

Skinned Hams—Green, 14@16 lbs. avg., 22¼¢; 16@18 lbs. avg., 21½¢; 18@20 lbs. avg., 21½¢; 20@22 lbs. avg., 21¢; 22@24 lbs. avg., 20¢. Sweet pickled, 14@16 lbs. avg., 22¢; 16@18 lbs. avg., 22¢; 18@20 lbs. avg., 21½¢; 20@22 lbs. avg., 21½¢; 22@24 lbs. avg., 20¢.

Picnic Hams—Green, 4@6 lbs. avg., 11¼¢; 6@8 lbs. avg., 10¾¢; 8@10 lbs. avg., 10¾¢; 10@12 lbs. avg., 10¾¢. Sweet pickled, 4@6 lbs. avg., 12¼¢; 6@8 lbs. avg., 11¼¢; 8@10 lbs. avg., 11¢; 10@12 lbs. avg., 10¾¢.

Clear Bellies—Green, 6@8 lbs. avg., 22¢; 8@10 lbs. avg., 19¢; 10@12 lbs. avg., 15½¢; 12@14 lbs. avg., 13½¢; 14@16 lbs. avg., 13¢. Sweet pickled, 6@8 lbs. avg., 20¢; 8@10 lbs. avg., 17¢; 10@12 lbs. avg., 15¢; 12@14 lbs. avg., 13¢; 14@16 lbs. avg., 12¼¢.

### PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, May 25, 1921.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 24@29¢; green hams, 8@10 lbs., 22¢; 10@12 lbs., 21¢; 12@14 lbs., 20¢; green clear bellies, 8@10 lbs., 18¢; 10@12 lbs., 17½¢; 12@14 lbs., 16½¢; green rib bellies, 10@12 lbs., 16¢; 12@14 lbs., 16¢; sweet pickled clear bellies, 6@8 lbs., 16¢; 8@10 lbs., 17¢; 10@12 lbs., 16¢; 12@14 lbs., 15¢; sweet pickled rib bellies, 10@12 lbs., 15¢; 12@14 lbs., 14½¢; sweet pickled hams, 8@10 lbs., 22½¢; 10@12 lbs., 21½¢; 12@14 lbs., 20½¢; dressed hogs, 14½¢; city steam lard, 9¢; compound, 8½¢@9¢.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs., 22¢; 10@12 lbs., 21¢; 12@14 lbs., 20¢; 14@16 lbs., 18¢; skinned shoulders, 14¢; boneless butts, 21¢; Boston butts, 15¢; lean trimmings, 11¢; regular trimmings, 7¢; spareribs, 11¢; neck ribs, 4¢; kidneys, 4¢; livers, 2¢; tails, 9¢; pig tongues, 9¢.

### FOREIGN EXCHANGE SITUATION

[Editor's Note.—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Ill.]

Country.	unit.	Par value in U. S. money.	Value.
Austria—Krone	.....	\$ .203	.0028
Belgium—Franc	.....	.193	.0048
Czechoslovakia—Krone	.....	*	.0147
Denmark—Krone	.....	.208	.1785
Finland—Finnmark	.....	.193	.0225
France—Franc	.....	.193	.0846
Germany—Mark	.....	.238	.0163
Great Britain—Pound	.....	4.866	3.93
Greece—Drachma	.....	.193	.0548
Italy—Lira	.....	.193	.0539
Japan—Yen	.....	.498	.49
Jugo-Slavia—Krone	.....	*	.0086
Netherlands—Florin	.....	.402	.3503
Norway—Krone	.....	.208	.1530
Poland—Polish Mark	.....	*	.0013
Romania—Leu	.....	.193	.0170
Russia—Rouble	.....	.315	.....
Servia—Dinar	.....	.193	.0328
Spain—Peseta	.....	.193	.1318
Sweden—Krona	.....	.268	.2330
Switzerland—Franc	.....	.193	.1760
Turkey—Turkish pound	.....	4.40	.....

\*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

### EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending May 21, 1921, with comparisons:

	Week ended May 21, 1921.	Week ended May 22, 1920.	From Nov. 1, 1920, to May 21, 1921.
PORK, BBLs.			
United Kingdom....	.....	200	1,230
Continent.....	.....	.....	14,281
So. and Cent. Amer.	.....	.....	2,615
West Indies.....	.....	.....	11,639
B. N. A. Colonies....	.....	.....	644
Other countries....	.....	.....	431
Total.....	.....	200	30,840

	Week ended May 21, 1921.	Week ended May 22, 1920.	From Nov. 1, 1920, to May 21, 1921.
BACON AND HAMS, LBS.			
United Kingdom....	4,171,500	13,000,200	220,168,500
Continent.....	1,440,000	594,200	87,417,290
So. and Cent. Amer.	.....	.....	432,480
West Indies.....	102,000	.....	7,110,963
B. N. A. Colonies....	.....	.....	116,816
Other countries....	.....	.....	350,866
Total.....	5,713,500	13,904,400	315,616,894

	Week ended May 21, 1921.	Week ended May 22, 1920.	From Nov. 1, 1920, to May 21, 1921.
LARD, LBS.			
United Kingdom....	4,952,200	9,755,100	183,509,732
Continent.....	5,779,208	1,038,872	261,334,895
So. and Cent. Amer.	.....	.....	838,814
West Indies.....	5,000	.....	4,007,408
B. N. A. Colonies....	.....	.....	35,163
Other countries....	.....	.....	177,076
Total.....	10,736,408	10,793,972	449,903,090

### RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
From—			
New York.....	.....	3,000,500	8,618,408
Baltimore.....	.....	295,000	75,000
New Orleans.....	.....	.....	390,000
Montreal.....	.....	1,818,000	1,653,000
Total, week.....	5,713,500	10,736,408	10,793,972
Previous week.....	75	18,598,500	12,597,152
Two weeks ago.....	4,663,000	.....	9,334,328
Cor. week 1920.....	200	12,724,400	10,793,972

Comparative summary of aggregate exports, in lbs., from Nov. 1, 1920, to May 21, 1921:

	1920 to 1921.	1919 to 1920.	Increase.
Pork.....	6,168,000	4,670,000	1,498,000
Bacon and hams.....	315,616,894	642,209,349	*326,592,455
Lard.....	449,903,090	352,504,641	97,398,449

\*Decrease.

Handel Maatschappij

# Labonté & Grieff, Rotterdam

## Cologne, Hamburg, Berlin

### LARGE IMPORTERS OF LARD AND PACKERS' PROVISIONS

### Extensive Selling Organization throughout Germany



## LIVESTOCK MARKET STANDARDS.

(Continued from page 18.)

The first requirement in this direction is some dependable method of learning the numbers on feed in different sections and the probable time of movement and then the development of a concerted program of marketing.

If the weekly movement of fed stock can be fairly equalized, is the demand for the product sufficiently constant to enable the packers to fairly stabilize the market over periods of time?

What are the chances of developing a broader market for mutton and lamb?

What suggestions can the packers offer for improving the sheep and lamb marketing situation?

## ORGANIZATION FOR PACKER-PRODUCER CO-OPERATION.

On the subject of co-operation, the Committee said:

Assuming that the co-operation of the packers and producers is necessary for the success of any plans for more orderly marketing and for price stabilization, how shall this be brought about?

What should be the basis of such co-operation? Is it desirable to have a statement in the form of a protocol drawn up detailing the understandings under which such an activity is entered upon, giving the conditions under which it shall be carried on and specifying the extent of and the limitations on the authority of the parties?

Whom shall the different parties represent? Individual packers, the Institute of American Meat Packers, separate growers' organizations, the permanent organization (if any) growing out of the Committee of Fifteen?

How will it be possible to provide guarantees that decisions reached or agreements made shall be carried out? Where should the responsibilities of the parties be placed?

## INTERSTATE TRAFFIC RULINGS.

(Continued from page 20.)

**Rates on solidified oil.**—In the case of Swift & Company vs. Director General as agent, Docket No. 11439, the Commission found rates on solidified soya bean and peanut oil, in bags, in carloads, from Atlanta, Ga., to various interstate destinations unreasonable. Reparation was awarded.

**Rate on coconut oil.**—In the case of the Southern Cotton Oil Company vs. Director General, Southern Rwy. Company, et al., Docket No. 10588, the rate of 21 cents on coconut oil in tank-car loads from Charleston, S. C., to Savannah, Ga., was found upon further hearing to be unreasonable to the extent that it exceeded the rate contemporaneously applicable on cottonseed oil. Reparation was awarded to the basis of rates found reasonable.

**Rates on Livestock in Texas.**—A complaint has been filed by the Texas Livestock Shippers' Protective League et al., vs. St. Louis-Southwestern, Director General Payne, as agent, Docket No. 12757. It is directed against unjust, unreasonable, unjustly discriminatory and unduly preferential or prejudicial rates on livestock between points in the state of Texas. The prayer asks for reparation.

**Rates on Wool Between Points in New England.**—A tentative report has been filed in the case of Boston Wool Trade Association vs. Director General as agent, Boston & Albany Railroad Co., et al., Docket No. 11109, the syllabus of which is as follows: "Rates on wool in the grease, wool scoured, wool tops, wool nolls and wool waste, in carloads, between points in New England found not unreasonable or otherwise unlawful. Complaint dismissed."

**Rates on Frozen Meat from San Francisco to New York.**—A petition for rehearing has been filed by the Director General in the case of Swift & Co. vs. Director General et al., Docket No. 11012, in which the commission found that the rate on

frozen meat, carloads, from South San Francisco, Calif., to New York, N. Y., was unreasonable and awarded reparation.

**Rates from Reno to San Francisco.**—A complaint has been filed by the Nevada Packing Co. vs. Southern Pacific et al., Docket No. 12741. It is directed against unjust and unreasonable rates on fresh meats, packinghouse products, live cattle, hogs and fertilizer materials from Reno to San Francisco in comparison with rates on similar traffic from Ogden, El Paso and Deming to San Francisco. The prayer asks for reasonable and non-discriminatory rates.

**Rates on Live Poultry.**—In the case of the Live Poultry and Dairy Shippers' Traffic Association vs. Director General as agent, et al., Docket No. 11011, the commission has extended its order of January 24 so that it will become effective June 25 instead of May 25. The order requires the establishment on live poultry, minimum weight of 18,000 pounds, of ratings and rates not in excess of third-class in official classification territory.

**Fresh Meat from St. Joseph to Oklahoma City.**—A brief for the complainant has been filed in the case of Morris & Co. vs. Director General as agent, et al., Docket No. 12175, contending that the rates on fresh meat, carloads, from St. Joseph, Mo., to Oklahoma City, Okla., have been unjust and unreasonable since April 26, 1918. Complainant seeks reparation and a rate of 71 cents.

**Green Salted Hides to Southeastern and Carolina Territories.**—I. & S. Docket No. 1305. The carriers respondent in this proceeding have cancelled the schedules under suspension and the commission has vacated and set aside its orders and discontinued the proceeding. The rates under suspension provided increased carload rates on green salted hides from Chicago, Milwaukee and other western points to Old Fort and Morgantown, N. C., Johnson City, Tenn., and other points.

**Substitution of 35 Per Cent for 33 1/2 Per Cent Increase in the Class and Commodity Rates Between Eastern and Southern Groups and the Southwest.**—I. & S. Docket No. 1263. Attorneys for Morris & Company and Wilson & Company have filed a petition for re-argument of this proceeding and a modification of the commission's finding and order with respect to the proposed rates on hides from Oklahoma City to destinations in eastern trunk line territory, which were found not justified. Petitioners contend that the order should be modified so as to permit of no substantial changes in the adjustment as it exists today between Oklahoma City and Fort Worth.

**Intrastate Rates in Illinois.**—Docket No. 12745. In the matter of intrastate rates of the American Railway Express Company between points in the state of Illinois, the commission has ordered an investigation to determine whether the rates required by the Public Utilities Commission of Illinois to be maintained by the American Railway Express Company between points in Illinois cause or will cause any undue or unreasonable advantage, preference or prejudice, as between persons or localities in intrastate commerce, on the one hand, and interstate or foreign commerce, on the other hand, or any undue, unreasonable or unjust discrimination against interstate or foreign commerce.

## LIVESTOCK LOADING CHARGES.

In a tentative report on No. 11966, Omaha Packing Co. et al. vs. Atchison, Topeka & Santa Fe et al., Examiner Paul O. Carter proposes that the Commission shall lay down as a rule that railroads are under obligation to make allowances for the cost of loading or unloading ordinary livestock at the pens of the complainants just the same as they make allowances for the service of loading or unloading at public stockyards. It is his idea that the Commission should hold that the refusal of

the Santa Fe and other defendants to unload ordinary livestock into the stock pens at the packinghouses owned by the complainants at various points throughout the country, or to make allowance for the cost thereof, while performing such service or making allowance for the cost thereof when such ordinary livestock is destined to public stockyards, constitutes undue prejudice against the complainants, which are packers maintaining pens for the loading and unloading of livestock which are not public yards.

Adoption of this report by the Commission would place every packer who maintains pens for loading or unloading livestock on a footing of equality with packers who have organized and maintained public stock yards such as those in Chicago, St. Louis, Kansas City, Fort Worth, Omaha and many other points.

## RATES ON GREEN SALTED HIDES.

An order in No. 11223, Hirth-Krause Co. vs. Chicago, Milwaukee & St. Paul et al., opinion No. 6809, 61 I. C. C. 350-4, directs the railroads, on or before September 1, to establish rates on green salted hides to Rockford, Mich., from Chicago, Milwaukee and Racine, no higher than the rates contemporaneously maintained to Grand Rapids. It further held that the fifth class rates from April, 1916, to March 29, 1920, were unreasonable because and to the extent they exceeded 14 cents and awarded reparation. The finding, award and order also cover sub-number 1, same vs. same, and parts of fourth section application No. 2060. Fourth section relief was denied in fourth section order 7939, also effective on September 1.

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week of May 14 to May 20, 1921:

	14.	16.	17.	18.	19.	20.	
Chicago	30	29 1/2	29	28 1/2	28	26 3/4	-2 3/4
New York	30	30	29 1/2	29	28 1/2	28	-2
Boston	31	31	30 1/2	30	29	28 1/2	-2 1/2
Phila.	31	31	30	30	29 1/2	28 1/2	-2 1/2

Wholesale prices of carlots, fresh centralized, 90 score, at Chicago:

	28	28	28	27 1/2	26 3/4	-1 1/4
Receipts of butter by cities, tubs:						

	This week.	Last week.	Last year.	Since Jan. 1, 1921.	1920.
Chicago	54,977	52,223	49,065	794,196	681,235
New York	65,782	62,582	36,497	861,619	701,144
Boston	21,858	22,573	19,591	273,982	256,697
Phila.	18,082	18,100	8,784	238,782	207,904

Total ... 169,699 155,478 113,937 2,168,589 1,846,980

Cold storage movement, lbs.:

	Into storage.	Out of storage.	On hand Cor. day of storage.	May 20, week, 1920.
Chicago	239,745	22,825	1,821,135	1,428,474
New York	125,072	28,218	3,013,204	4,107,560
Boston	67,591	17,812	989,187	117,680
Philadelphia	31,090	4,390	534,690	219,521
Total	463,498	73,245	6,358,216	5,873,234

## CHEMICALS AND SOAP SUPPLIES.

(Special Letter to The National Provisioner.)

New York, May 24, 1921.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74 to 76% caustic soda, 4@4 1/4 c lb.; 60% caustic soda, 3 1/2 @3 3/4 c lb.; 98% powdered caustic soda, 5 @5 1/4 c lb.; 48% carbonate of soda, 2 1/2 @3 c lb.; 58% carbonate of soda, 2 1/2 @2 1/2 c lb.; talc, 1 1/2 @2 c lb.; silice, \$20 per 2,000 lbs.

Clarified palm oil in casks of 2,000 lbs., 7@7 1/2 c lb.; yellow olive oil, \$1.40@1.50 gal.; Cochin coconut oil, East India, 15c lb.; domestic, 12@12 1/2 c lb.; Ceylon coconut oil, 11@11 1/2 c lb.; cottonseed oil, 7 3/4 @8c lb.; soya bean oil, 7 3/4 @8c lb.; corn oil, 8 1/4 @8 1/2 c lb.; peanut oil in bbls., deodorized, 10@10 1/2 c lb.; crude, 6@6 1/2 c lb.

Prime city tallow, special, nominal, 5 1/4 c lb.; dynamite glycerine, nominal, 15c lb.; saponified glycerine, 88%, nominal, 11@12c lb.; crude soap glycerine, nominal, 10@11c lb.; chemically pure glycerine, nominal, 17@19c lb.; prime packers' grease, 4@4 1/4 c lb.

## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Market Dull—Spot Position Tighter—Cotton Crop Reports Bullish—Crude Strong—Oil Demand Slack—Compound Inactive.

With the exception of the tightness in the May position in the cottonseed oil market on the New York Produce Exchange before it expired on Wednesday, there was little feature to the market, and operations, while slightly larger than the previous week, were comparatively small. Price changes were unimportant, although the May position advanced about a half cent a pound from the previous week on demand from shorts and expired at a level about two cents a pound above the season's extreme low point.

Developments during the week were without special interest, and were of a character that would not tend to broaden outside interest in the market and of a kind which made for limited professional trading, owing to the mixed conditions prevalent. On the small breaks, commission house support was in evidence, while the bulges met resistance from refiners. Sentiment continued extremely mixed, and on the whole the disposition was to look for limited price fluctuations for the immediate future, and the bulk of the trade was inclined to await developments. Southern interests and the West bought moderately on the better feeling in lard and

cotton, and on the new crop cotton advances, while selling was limited to profit taking and occasional hedge pressure against moderate crude purchases.

Deliveries on May contracts were rather light during the week, and the total deliveries during the month amounted to approximately 18,400 bbls. The oil delivered was well taken care of, falling mainly into consumers' hands, this situation bringing about a premium in the spot month for the first time in many months.

Demand for a small amount of spot oil was in evidence, and the first sales of spot oil in the market for some time past took place during the week at 7½¢, but domestic demand on the whole was only fair, while export interest was practically nil. Demand for compound lard was slow owing to competition from the pure article. Reports were current that city lard sold at 8½¢, while the leading compound interests were asking nine cents a pound, and the less popular months were held at 8¼¢. Interest in vegetable oils was also slow, both domestic and export, and if anything the outside oils and greases were somewhat easier. A report was current that Europe had been a liberal buyer of vegetable oils, and in connection with this it was said that ten thousand tons of soya bean oil had been sold to Rotterdam from the far east, and that a cargo of peanut oil was bought by Rotterdam. Locally it is expected that these oils will press somewhat on the foreign markets, due to the probable tariff duties here, and no

little competition with the export cotton oil business is looked for generally.

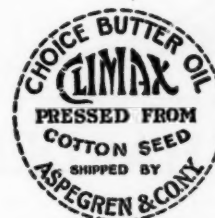
Crude oil in the Southeast came out sparingly, and was persistently strong, even at 5½¢ in the Southeast, 5½¢ in the valley and 5¼¢ in Texas. Bleachable oil, Texas, was 5¼¢@6¢, with little business passing. Tallow was 5¼¢ asked, stearine, 7¼¢ asked, low grade greases, 3¼¢@4¼¢, white grease, 5¼¢@7¼¢, coconut oil, sellers' tanks, coast, 8@8¼¢, oriental peanut, nominal, domestic crude peanut, 6@6¼¢, deodorized peanut, New York, 10½¢@10¾¢, soya bean oil, sellers' tanks, prompt shipment, 5½¢, future, 4½¢@4¾¢, deodorized soya bean, New York, 8½¢@9¢. Largos palm oil, 7½¢@7¾¢, and palm kernel, 9¼¢@10¼¢. Compound lard was 8¼¢@9¢, according to brand, and New York City lard nine cents asked.

During the week two private crop reports were issued which attracted attention. One report placed the indicated acreage at 24,796,000 acres, against 35,654,000 planted in 1920; condition of the growing crop 65.4%, against 69.5% last year, and indicated a crop outturn of 7,600,000 bales, against about 13,000,000 last year. The other report placed the estimated area at 24,563,000 acres, against 35,459,000 last year, indicating a crop prospect of 6,905,075 bales.

The trade is more inclined to believe that an important acreage reduction—in fact, larger reduction than generally expected—has taken place or will take place, but it is difficult for the majority to make

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their minds up that this year's area will be as much as 30 per cent less than a year ago.

The carry-over at the end of the season is attracting attention. Estimates vary greatly, but continue to run close to a million barrels. With a cotton crop of seven million bales, and a carry-over of a million barrels of cotton oil, there would be practically a normal year's supply of cottonseed oil, and with the probable demands an uncertainty, on account of the tariff situation, there are many who take a bearish stand, even on this point of the situation. However, there are important interests who believe that if there is anything in the situation that is going to maintain the present levels, or even bring about a higher range of values, it is going to be the important area reduction which practically eliminates the carry-over at the end of the season, and starts the trade on almost a normal basis, which with average consumption during the new season, would make for a very small carry-over in 1922. The interests who hold the latter ideas look upon the economic situation as im-

proving, and take the stand that pre-war prices for no commodity can be expected, even though there have been reductions in costs to some extent, but they do expect reactions from time to time.

**COTTONSEED OIL.—Market transactions.**

Thursday, May 19, 1921.

	Sales.	Range		Closing	
		High.	Low.	Bid.	Asked.
Spot				710 a	
May				720 a	750
June				705 a	735
July	500	731	727	730 a	732
Aug.				740 a	756
Sept.	1500	770	768	768 a	770
Oct.				780 a	783
Nov.				770 a	785
Dec.				775 a	785
Total sales 2,000. Prime Crude S. E., 535@550 bid.					

Friday, May 20, 1921.

	Sales.	Range		Closing	
		High.	Low.	Bid.	Asked.
Spot				710 a	
May	200	735	725	728 a	745
June				705 a	735
July	1600	737	731	733 a	735
Aug.				740 a	758
Sept.	1600	774	770	769 a	770
Oct.	1000	781	781	790 a	783
Nov.				770 a	785
Dec.				778 a	785
Total sales 3,500. Prime Crude S. E., 535 bid.					

Saturday, May 21, 1921.

	Sales.	Range		Closing	
		High.	Low.	Bid.	Asked.
Spot				705 a	
May				736 a	745
June				705 a	745
July	1100	738	733	737 a	739
Aug.				745 a	765
Sept.	600	772	769	770 a	772
Oct.				781 a	785
Nov.				775 a	795
Dec.				778 a	795
Total sales 2,100. Prime Crude S. E., 535 bid.					

Monday, May 23, 1921.

	Sales.	Range		Closing	
		High.	Low.	Bid.	Asked.
Spot				705 a	
May	300	740	735	725 a	740
June				700 a	730
July	4500	740	726	728 a	729
Aug.				744 a	745
Sept.	1500	772	760	761 a	763
Oct.	100	785	785	772 a	777
Nov.				765 a	780
Dec.	400	795	795	770 a	780
Total sales 7,400. Prime Crude S. E., 535 bid.					

Tuesday, May 24, 1921.

	Sales.	Range		Closing	
		High.	Low.	Bid.	Asked.
Spot				750 a	775 a
May	700	780	760	775 a	800
June	100	710	710	715 a	740
July	3100	735	720	732 a	734
Aug.	200	740	740	745 a	755
Sept.	2100	770	756	766 a	767
Oct.	2600	774	767	776 a	778
Nov.				765 a	780
Dec.	500	773	770	770 a	780
Total sales 9,700. Prime Crude S. E., 550 bid.					

Wednesday, May 25, 1921.

	Sales.	Range		Closing	
		High.	Low.	Bid.	Asked.
Spot				775 a	750
May	300	775	774	725 a	750
June				715 a	740
July	2400	748	735	735 a	740
Aug.	100	750	750	751 a	757
Sept.	2100	779	766	765 a	770
Oct.	600	785	777	778 a	781
Nov.				770 a	790
Dec.	100	788	788	775 a	785
Total sales 5,600. Prime Crude S. E., 550 bid.					

Thursday, May 26, 1921.

Market closed 5 to 7 points net lower. Sales, 4,300 bbls. Prime crude, \$5.50; prime summer yellow, spot, \$7.00; July, \$7.30; September, \$7.60; December, \$7.65, all bid.

**COCOANUT OIL.**—The market has been rather stagnant the past week, and about steady. Nothing new developed in the tariff situation, and with this still hanging over the market, interest was limited. There was some interest in copra, Ceylon lots of which were available on re-sale at 5¼c c. i. f. New York, with other sorts rumored selling at five cents. Manila oil, sellers' tanks from the coast, was quoted at 8@8¼c; Ceylon barrels, New York, 10½@10¾c; Cochin, 11¼@11½c, and deodorized at 12¼c.

**SOYA BEAN OIL.**—The market was extremely quiet, but was steady with the undertone slightly firmer. Only a moderate trade is passing, and interest on the whole is lacking, owing to a disposition to await the developments of the tariff bill, when in effect. A feature of the week was a report that ten thousand tons of soya-bean oil had been sold by the Far East to Rotterdam at £29@31 per ton. With imports here small, this oil is expected to press on the European markets. Sellers' tanks, prompt shipment coast, were quoted at 5½c, future shipment 4¼@4¾c, crude in barrels at New York 7¾c, deodorized 8½@9c.

**PEANUT OIL.**—The market remained extremely quiet, with Oriental oil practically nominal and unquotable. Domestic crude, buyers' tanks, f. o. b. the mill was quoted at 6@6¼c, deodorized 10½@

SEE PAGE 35 FOR LATER MARKETS.

10¾c, and parilla, sellers' tanks coast, 6¾@7c. Reports were current that the Far East had sold a cargo of peanut oil to Rotterdam at 6¼c c. i. f. the latter port.

**CORN OIL.**—The market was dull but steady, with offerings limited. At New York crude was quoted at 7¼@8c, refined

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**PALM OIL.**—The market was dull but very steady, influenced by the steadiness abroad. At New York larges in casks was quoted at  $7\frac{1}{4}$  @  $7\frac{1}{2}$  c, Niger  $5\frac{1}{4}$  @ 6c, and palm-kernel  $9\frac{1}{4}$  @  $10\frac{1}{4}$  c.

## SOUTHERN MARKETS.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 26, 1921.—Basis price crude cottonseed oil steady,  $5\frac{1}{2}$  c; good seven per cent meal firm, \$30; hulls steady; \$7 loose; \$10.50 sacked.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., May 26, 1921.—Prime crude cottonseed oil sold today at  $5\frac{1}{4}$  c f. o. b. mills. Cake 43 per cent protein sold at \$32.50 Port Arthur, and \$31.25 Galveston. There was no large selling. Few Texas mills now running. Crop outlook good for crop at least average in amount. Western cotton area continues too dry.

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 26, 1921.—Stocks of cottonseed products are light. Financial conditions seem to keep the market from advancing as justified. Five and one-quarter cents bid for valley crude cottonseed oil;  $5\frac{1}{2}$  c asked. Seven per cent meal, \$31; eight per cent, \$34; loose hulls, \$7.50; sacked hulls, \$10, f. o. b. interior points.

## COTTON OIL EXPORTS.

Exports of cottonseed oil from New York from May 1st to 25th were 18,302 bbls.; exports from New Orleans for the same time were 2,500 bbls.

## Statistics of Cotton Seed and Products

Cottonseed received, crushed, and on hand, and cottonseed products manufactured, shipped out, on hand, and exported covering the nine months period ending April 30, 1920, and 1921, are reported by the U. S. Census Bureau as follows:

Cottonseed received, crushed, and on hand, tons:

	Received at mills*		Crushed		On hand at mills	
	Aug. 1 to April 30—	1921.	Aug. 1 to April 30—	1921.	Aug. 1 to April 30—	1921.
	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.
United States .....	3,922,871	3,958,423	3,761,429	3,877,814	191,526	104,334
Alabama .....	105,169	215,276	99,865	213,986	5,623	1,983
Arkansas .....	323,871	250,893	309,542	249,664	15,099	1,794
Georgia .....	457,389	712,814	447,279	706,380	15,647	10,445
Louisiana .....	116,924	97,956	115,724	96,403	3,097	1,745
Mississippi .....	312,237	336,599	302,531	334,219	11,663	4,416
North Carolina .....	314,907	335,661	304,567	326,967	10,548	9,650
Oklahoma .....	396,749	314,844	351,285	301,732	36,644	13,227
South Carolina .....	347,176	351,903	342,998	347,284	11,196	7,347
Tennessee .....	231,167	221,146	224,299	215,020	9,043	7,221
Texas .....	1,206,523	1,007,752	1,161,148	972,720	52,276	44,069
All other .....	141,659	113,549	121,761	113,419	20,690	2,437

\*Does not include 30,084 tons and 23,725 tons on hand Aug. 1, nor 58,679 tons and 162,803 tons reshipped or destroyed for 1921 and 1920, respectively.

## Cottonseed products manufactured, shipped out, and on hand:

	Year.	On hand Aug. 1.	Produced Aug. 1 to Apr. 30.	Shipped out Aug. 1 to Apr. 30.	On hand—Apr. 30.
Crude oil, pounds.....	1921	*22,618,957	1,204,928,195	1,133,231,134	*115,831,380
	1920	25,495,597	1,169,189,130	1,085,906,694	110,324,488
Refined oil, pounds.....	1921	†297,741,580	1,986,822,836	.....	†377,866,845
	1920	148,488,608	884,975,732	.....	364,064,539
Cake and meal, tons.....	1921	133,475	1,654,304	1,665,605	122,174
	1920	44,548	1,759,200	1,554,735	249,013
Hulls, tons .....	1921	18,304	1,154,853	1,061,080	112,077
	1920	124,593	1,091,726	1,140,560	75,759
Linters, 500-lb. bales.....	1921	170,316	417,304	369,890	223,721
	1920	254,616	592,320	590,549	256,387
Hull fiber, 500-lb. bales.....	1921	150,659	80,573	91,277	139,955
	1920	52,119	142,639	28,539	106,219
Grabbots, motes, etc., 500-lb. bales.....	1921	10,348	7,577	6,579	11,346
	1920	11,134	19,088	17,318	12,904

\*Includes 6,325,452 and 19,921,794 pounds held by refining and manufacturing establishments and 5,252,880 and 13,171,900 pounds in transit to refineries and consumers Aug. 1 and April 30, respectively.

†Includes 7,784,109 and 9,291,115 pounds held by refineries, brokers, agents, and warehousemen at places and 7,203,074 and 8,843,962 pounds in transit to etc., Aug. 1 and April 30, respectively.

‡Produced from 1,075,176,943 pounds crude oil.

## Exports of cottonseed products for nine months ending April 30:

	1921.	1920.
Oil, pounds .....	246,476,811	126,151,025
Cake and meal, tons.....	191,845	210,641
Linters, running bales.....	37,075	40,136

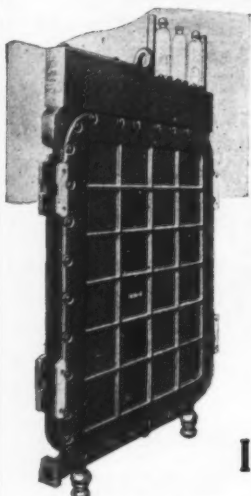
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### VEGETABLE OIL TRADE OF NORWAY.

Statistics on the imports and exports of vegetable oils and vegetable-oil material by Norway during the years 1917, 1918 and 1919, are given in the following statement by the Bureau of Foreign and Domestic Commerce. This compilation is one of a series giving figures on the trade in vegetable oils for the three latest years for which statistics are available for all countries that give statistics for these commodities in their trade reports. The statistics follow:

Olive Oil—Imports: 1917, 3,683,010 lbs.; 1918, 1,625,672 lbs.; 1919, 2,351,122 lbs.

Linseed oil, raw—Imports: 1917, 2,830,332 lbs.; 1918, 22,156 lbs.; 1919, 3,852,957 lbs.

Linseed oil, boiled—Imports: 1917, 1,262,332 lbs.; 1918, 135,407 lbs.; 1919, 4,975,793 lbs.

Linseed and rapeseed oils—Exports: 1917, 606 lbs.; 1919, 29,767 lbs.

Rapeseed and colza oils—Imports: 1917, 195,989 lbs.; 1919, 866,051 lbs.

Cocoonut oil—Imports: 1917, 2,182,047 lbs.; 1918, 2,634,012 lbs.; 1919, 25,190,128 lbs.

Cottonseed oil—Imports: 1917, 27,433,028 lbs.; 1918, 760,675 lbs.; 1919, 11,877,715 lbs.

Corn, resin, and other fatty oils—Imports: 1917, 14,357,943 lbs.; 1918, 70,790 lbs.; 1919, 11,780,666 lbs.

Palm oil—Imports: 1917, 211,355 lbs.; 1918, 22 lbs.

Peanut oil—Imports: 1918, 186,245 lbs. Hempseed oil—Imports: 1917, 31,195 lbs.

Other fatty vegetable oils—Imports: 1917, 52,500,761 lbs.; 1918, 5,494,033 lbs.

Copra—Imports: 1917, 13,143,737 lbs.; 1918, 4,044,273 lbs.; 1919, 8,155,949 lbs.

Linseeds—Imports: 1917, 13,385,515 lbs.; 1918, 66 lbs.; 1919, 17,158,206 lbs.

Rapeseeds—Imports: 1917, 655,119 lbs.; 1918, 66 lbs.; 1919, 17,231 lbs.

### MARDEN FORMS NEW COMPANY.

Frank W. Marden, founder of Marden, Orth & Hastings Company, has organized a new company under the name of Frank W. Marden & Company, with offices at 10 High Street, Boston. The firm will specialize in the production and distribution of animal, vegetable and fish oils and tanning materials. Associated with Mr. Marden are many of his former associates, including his son-in-law, Prescott F. Wild, who resigned as vice-president and general sales manager of the Falk Company of Pittsburgh.

### GEORGIA CRUSHERS' CONVENTION.

At a recent meeting of the executive committee of the Cottonseed Crushers' Association of Georgia, it was decided to hold the seventeenth annual convention at Savannah, Ga., June 20 and 21. The headquarters will be at the DeSoto hotel, but those who so desire may stop at the beach proper, as there is a frequent train schedule between the beach and the city.

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OIL DEPARTMENT

### PRESS ROOM EFFICIENCY.

Depends Largely Upon Preparation and Cooking.

(Special Report to The National Provisioner from The Fort Worth Laboratories.)  
Fort Worth, Tex., May 23.

The results of this season's analyses have convinced us as never before, that press room efficiency depends upon the proper preparation and cooking of the meats. Press room efficiency starts before the press room. The results indicate that the heavier rolls prepare the meats better so that less oil is left in the cake. Improper rolling is probably the cause of many oil mills' high oil in cake.

The next point to be considered is the amount of moisture in the meats. The general opinion is that for hydraulic process mills the moisture in the resultant cake should be about 8 to 9 per cent. In the case of expeller process mills, this does not hold true. In this latter case, the lower the moisture in the resultant cake, the lower the oil in the cake. Approximately, the percent of oil is equal to the percent of moisture in the case of expeller cake. A low percent of moisture in expeller cake is obtained by cooking. Cooking in this manner with a low moisture content causes the oil to be dark and increases the refining loss of the crude oil. It is for this reason that present-day expeller process oil is not as desirable from a refiner's standpoint as expeller process oil produced several years ago.

No adequate explanation has been advanced to account for the difference in moisture content between expeller and hydraulic process cake necessary to obtain best extraction. We believe that an ex-

planation of why moisture and oil parallel each other in expeller cake would form the basis of a new way of cooking and maybe pressing meats. There is some factor that is not being considered in present practice. This is proven by the fact that mills having practically the same kind of seed and operating conditions will differ 2 per cent in the amount of oil left in cake. In one large company operating a group of mills one mill had 2 per cent less oil in their cake than another mill in the same company. The superintendents and cooks of these two mills were exchanged without producing a change in extraction results. Apparently the low extraction results were independent of the human equation. What caused the difference in the results of the two mills? What were the unknown factors? Another mill has been running about 9 per cent oil in cake for years. On the basis of a 100-ton capacity and oil at 5c per pound, this mill is losing \$135 per day compared with average practice. An intensive investigation of that mill would locate the trouble and bring its results to normal.

Those mill managers and superintendents whose cake averages 6 per cent oil pat themselves mentally on the back and exclaim, "I am not losing that much

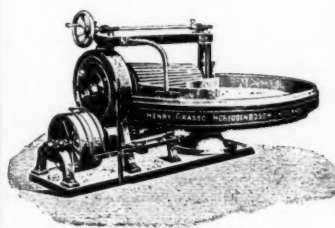
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SUPPLY CO.**

316 W. Austin Ave. CHICAGO, ILL.



money." How do you know you are not? Expeller mills formerly ran 7 to 8 per cent oil in cake. By changing their method of handling, i. e., by cooking the moisture out of the seed they cut their oil losses in two. We have analyzed expeller cake running as low as 3 per cent oil. The necessary thing is to get away from our present practice and try something radically new. The present practice of varying moisture, steam pressure and cooking time gets you just so far. Every conceivable combination has been tried. Have you heard of the oil in cake being cut in two? No, and you won't hear of it until someone approaches the problem from an entirely different angle. Try something new. Anything is better than running along in the old rut. No matter how apparently absurd the idea is, how fundamentally it differs from accepted practice, try it. Six years ago, we, like everyone else, would say that it was impossible that the percent of oil and moisture would parallel each other in expeller cake as they do. The fact that they do is what counts. Keep a record of your results even though they are failures. We can often learn a great deal from failures. But whatever you do, don't be satisfied with present results. Think! Experiment!



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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

The week closed quiet and heavy on hog products. Lard was at new low levels with liberal hog receipts. Weakness in hogs and slow cash trade with some commission house buying caused a rally on the strength of corn. Export trade was slow with exporters handicapped by the sharp break in all exchanges. Expected shipments will be held up considerably. Country trade is claimed to be moderate.

### Cottonseed Oil.

Cottonseed oil was heavy with prices influenced by the weakness in lard. Cash demand is fair but compound business is very slow; some brands of compound are quoted at about the level of hog lard and this handicapped the demand for compound. New York lard is quoted at 8½¢ and compound 8½¢@9¢. Tallow is down and offered at 5¼¢. There is some improvement in English oil but the break in exchange handicaps business. Crude oil is steady with southeast quoting it at 5½¢.

Closing quotations on cottonseed oil on Friday: July, \$7.27@7.31; September, \$7.60@7.65; October, \$7.70@7.75; December, \$7.65@7.85; January, \$7.70@7.81.

### Tallow.

Special loose at 5¼¢.

### Oleo Stearine.

Quoted at 7¼¢. Extra oleo oil, 11@11¼¢.

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, May 27, 1921.—Spot lard at New York, prime western, \$10.10@10.20; Middle West, \$9.50@9.60; city steam, \$8.75; refined continent, \$11.00; South American, \$11.75; Brazil kegs, \$12.75; compound, \$8.75@9.00.

### Marseilles Oils.

Marseilles, May 27, 1921.—Copro fabrique, —fr.; copra edible, —fr.; peanut fabrique, —fr.; peanut edible, —fr.

### Liverpool Produce Market.

Liverpool, May 27, 1921.—(By cable).—The British government has control of the market and no quotations are available. Australian tallow at London, 36s, 6d to 38s, 6d.

### Hull Oil Markets.

Hull, England, May 27, 1921.—(By cable).—Refined cottonseed oil, 37s; crude, 32s.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to May 27, 1921, show exports from that country were as follows: To England, 49,663 quarters; to the Continent, 20,482 quarters; to other ports, 31,360 quarters. Exports for the previous week were as follows: England, 90,465 quarters; to the Continent, none; to other ports, none.

## MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending May 20, 1921, with comparisons:

Western dressed meats:	This week.	Last week.
Steers, carcasses	2,837	2,599
Cows, carcasses	614	816
Bulls, carcasses	267	187
Veal, carcasses	2,295	2,241
Lamb, carcasses	7,492	6,792
Mutton, carcasses	2,580	2,376
Pork, lbs.	460,409	569,562
Local slaughters:		
Cattle	2,376	2,459
Calves	2,287	2,653
Sheep	8,046	7,921
Hogs	16,547	19,582

## PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers, for the week ending Saturday, May 21, 1921, are reported to The National Provisioner as follows:

	Cattle.	Hogs.	Sheep.
Armour & Co.	4,355	11,100	19,960
Swift & Co.	6,225	11,600	17,120
Morris & Co.	4,713	9,800	11,200
Wilson & Co.	3,455	9,200	4,394
Anglo-American Provision Co.	686	5,800	.....
G. H. Hammond Co.	2,193	6,700	.....
Libby, McNeill & Libby	627	.....	.....

Brennan Packing Co., 3,500 hogs; Miller & Hart, 5,100 hogs; Independent Packing Co., 5,500 hogs; Boyd, Lanham & Co., 6,500 hogs; Western Packing & Provision Co., 15,500 hogs; Roberts & Oake, 6,600 hogs; Wm. Davies Co., 1,400 hogs; others, 13,000 hogs.

### OMAHA.

	Cattle.	Hogs.	Sheep.
Morris & Co.	3,115	6,944	4,327
Swift & Co.	5,080	8,975	9,468
Cudahy Packing Co.	3,825	11,910	5,978
Armour & Co.	4,588	10,629	4,554
Dold Packing Co.	1,431	5,357	587
Swartz & Co.	.....	1,840	.....
J. W. Murphy	.....	6,023	.....

### KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour & Co.	4,024	10,633	6,017
Cudahy Packing Co.	3,358	7,550	6,943
Fowler Packing Co.	461	1,408	43
Morris & Co.	4,611	10,737	4,544
Swift & Co.	5,114	9,595	5,606
Wilson & Co.	3,028	7,334	7,084
Local butchers	834	807	111

### ST. LOUIS.

	Cattle.	Hogs.	Sheep.
Armour & Co.	2,828	9,637	4,118
Swift & Co.	2,775	7,516	3,274
Morris & Co.	690	62	2,748
St. Louis D. B. Co.	873	.....	.....
Independent Packing Co.	1,035	1,240	43
American Packing Co.	254	.....	.....
East Side Packing Co.	54	.....	.....
Krey Packing Co.	32	1,949	.....
Hell Packing Co.	.....	847	.....
Siehoff Packing Co.	807	17,492	4,826
Butchers	.....	.....	.....

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending May 21, 1921:

### CATTLE.

Chicago	49,006
Kansas City	22,600
Omaha	18,985
East St. Louis	7,127
St. Joseph	6,017
Sioux City	5,893
Cudahy	707
South St. Paul	11,478
Philadelphia	2,376
Indianapolis	1,845
New York and Jersey City	9,227
Oklahoma City	2,753

### HOGS.

Chicago	139,215
Kansas City	46,479
Omaha	44,399
East St. Louis	33,670
St. Joseph	22,263
Sioux City	22,512
Cudahy	18,119
Cedar Rapids	6,700
Ottumwa	9,332
South St. Paul	30,592
St. Joseph	5,990
Philadelphia	16,547
Indianapolis	18,421
New York and Jersey City	25,582
Oklahoma City	11,663
Milwaukee	8,700
Cincinnati	18,100

### SHEEP.

Chicago	68,530
Kansas City	30,944
Omaha	23,255
East St. Louis	7,626
St. Joseph	12,295
Sioux City	2,291
Cudahy	561
South St. Paul	3,267
Philadelphia	8,046
Indianapolis	526
New York and Jersey City	43,528
Oklahoma City	310

## RECEIPTS AT CENTERS.

SATURDAY, MAY 21, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	500	4,900	4,000
Kansas City	500	500	1,500
Omaha	300	4,000	.....
St. Louis	300	3,500	2,500
St. Joseph	1,100	2,500	600
Sioux City	200	3,200	.....
St. Paul	200	800	.....
Oklahoma City	200	400	.....
Fort Worth	200	300	.....
Denver	100	100	.....
Louisville	200	1,000	400
Cleveland	200	1,000	200
Indianapolis	200	7,000	300
Pittsburgh	100	1,000	300
Cincinnati	300	2,000	1,000
Buffalo	100	2,500	400
Cleveland	200	1,500	300
Nashville, Tenn.	100	1,000	.....
New York	530	2,780	3,150
Toronto	300	200	100

### MONDAY, MAY 23, 1921.

Chicago	23,000	42,000	22,000
Kansas City	15,000	15,000	14,000
Omaha	4,800	9,000	8,500
St. Louis	5,000	14,000	5,500
St. Joseph	3,200	7,500	1,500
Sioux City	3,300	3,700	400
St. Paul	1,600	7,400	200
Oklahoma City	500	2,500	.....
Fort Worth	3,500	1,500	500
Milwaukee	100	500	.....
Denver	1,000	1,200	15,000
Louisville	800	2,000	1,500
Wichita	2,000	2,500	100
Indianapolis	800	7,000	200
Pittsburgh	1,600	9,000	7,500
Cincinnati	1,500	7,500	1,600
Buffalo	3,000	18,400	3,900
Cleveland	600	6,000	2,100
Nashville, Tenn.	400	2,000	1,000
New York	3,875	6,000	9,800
Toronto	2,700	1,300	500

### TUESDAY, MAY 24, 1921.

Chicago	9,000	36,000	12,000
Kansas City	9,500	15,000	9,000
Omaha	4,300	12,500	6,000
St. Louis	22,600	22,000	5,500
St. Joseph	1,500	8,000	3,000
Sioux City	2,100	6,000	300
St. Paul	2,300	9,000	300
Oklahoma City	700	1,200	.....
Fort Worth	2,500	1,800	3,000
Milwaukee	600	2,000	200
Denver	500	2,100	1,200
Louisville	300	1,500	2,500
Wichita	500	1,500	200
Indianapolis	800	11,000	300
Pittsburgh	100	1,000	1,000
Cincinnati	500	4,100	2,000
Buffalo	.....	1,000	600
Cleveland	200	2,500	300
Nashville, Tenn.	200	1,800	2,000

### WEDNESDAY, MAY 25, 1921.

Chicago	10,000	27,000	13,000
Kansas City	5,000	13,500	8,000
Omaha	4,300	16,500	4,500
St. Louis	2,500	20,000	5,000
St. Joseph	1,200	8,000	4,000
Sioux City	3,000	10,000	200
St. Paul	1,000	15,000	200
Oklahoma City	1,000	3,000	.....
Fort Worth	2,500	1,700	500
Milwaukee	200	1,200	100
Denver	2,800	700	300
Louisville	300	1,300	1,000
Wichita	600	1,400	200
Indianapolis	1,100	11,000	200
Pittsburgh	100	3,000	1,000
Cincinnati	500	7,000	3,000
Buffalo	400	2,100	500
Nashville, Tenn.	100	1,600	1,300
Toronto	3,100	1,900	500

### THURSDAY, MAY 26, 1921.

Chicago	7,000	34,000	10,000
Kansas City	4,000	8,500	8,000
Omaha	2,300	12,000	2,000
St. Louis	8,800	9,000	2,500
St. Joseph	1,200	7,000	2,500
Sioux City	1,800	7,500	200
St. Paul	900	4,500	1,200
Oklahoma City	700	300	.....
Fort Worth	3,000	1,000	2,000
Milwaukee	400	2,200	100
Denver	1,700	2,300	.....
Indianapolis	800	10,000	100
Pittsburgh	.....	3,000	1,000
Cincinnati	700	8,000	4,500
Buffalo	100	4,200	100

### FRIDAY, MAY 27, 1921.

Chicago	3,000	28,000	7,000
Kansas City	600	3,500	2,500
Omaha	900	8,000	2,000
St. Louis	700	7,500	3,000
St. Joseph	300	3,000	600
Sioux City	800	7,100	300
St. Paul	1,300	9,500	500
Oklahoma City	700	1,000	.....
Fort Worth	500	600	600
Milwaukee	100	400	.....
Denver	1,500	300	300
Indianapolis	500	8,000	300
Pittsburgh	.....	4,500	1,500
Cincinnati	500	4,500	3,200
Buffalo	200	8,000	1,600

## NEW YORK LIVESTOCK.

Receipts for week ending Saturday, May 21:

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City	4,177	6,950	23,950	7,188
New York	1,102	6,235	2,921	18,265
Central Union	3,948	1,790	16,646	131
Total for week	9,227	14,984	43,526	25,582
Previous week	9,691	20,170	39,893	26,470
Two weeks ago	10,001	19,497	35,924	27,414

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# HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

## Chicago.

**PACKER HIDES** steady. One packer sold 10,000 April native steers at 13c, being the second trade at that figure this week. Sole leather tanners continue to do the buying. No other business is reported around the market. Inquiries are moderate and usually for sole leather stock. Killers are endeavoring to work off what few remaining lots of old hides they have by insisting upon them going with the popular brands. The situation is well cleaned up and sellers talk top prices. Native steers have not sold above 13c but are considered worth 14c for Mays. Texas quoted at 13c nominal; stocks meager and no offerings available; butts 13c last paid; Colorados 12c recently realized; branded cows quoted at 10@11c; outside asked and inside last paid; heavy cows 11@12c nominal; lights 12c last paid for May kill; native bulls quoted at 8c and branded bulls at 6½@7c.

**COUNTRY HIDES** steady but quiet. New business in country hides is dull. Outside dealers are making ample offerings of their hides in efforts to aid movement, but tanners and other buyers fail to respond. In many cases, outside dealers are willing to talk further concessions. Local sellers are talking strong high prices and as a rule are not attempting to force business, realizing the futility of such a course to obtain their views. The situation is passive. Tanners do not find the leather demand strong enough as yet to warrant them entering the market in other manner than for imperative needs. They claim that on the basis of what they can get for leather they are not warranted in paying over 10c for best descriptions of extremes. Local stocks of hides are ample in size, generally of good quality, Fall or grub free quality and are firmly held at top quotations. Outside sellers appear more anxious to trade and keep goods moving, realizing that upon their ability to move stuff depends their ability to purchase from the producers. All weight country hides of good quality quoted at 6@7c delivered basis. Heavy steers are quoted nominal at 9@10c for best lots; heavy cows and butts quoted at 7½@9c with the inside nearer tanners' views on grub free lots; grubby goods quoted 6c; extremes quoted at 10@12c asked for grub free lots as to sellers and sections; grubby stock quoted down to about 7c; branded hides quoted at 5@6c flat nominal; country packer branded hides quoted at 7@8c nominal and paid; bulls 5@6c; country packer bulls quoted at 6½@7½c; glue hides at 3@4c.

**NORTHWESTERN HIDES** quiet. No new business is passing in the market for Twin Cities hides and skins. Late business was effected in grub free extremes at 10c delivered basis. More stock is said to be available at that level. Heavy hides over 45 lbs. in weight are quoted up to 8c asked delivered basis. All weight hides moved at 8c delivered Chicago for city slaughter descriptions and other sales were effected down to 7½c delivered basis this week. Movement has been of moderately good proportions and the market is well booked up. Dealers, however, continue willing to trade on the prevailing levels. Tanners are slow to take hold further. Bulls are quoted at 5@6c nominal; kip skins quoted 9½@11c; calfskins 12@15c; horse hides \$3.25@3.50 flat.

**CALFSKINS** quiet and waiting. Local

first salted city calfskins are still offered out at 23c and the best bids are at the late sale figure of 21c. Tanners have made this bid in a number of instances but refuse to better it. They believe collectors will accept the bid before the week is ended. Packer skins are available at 23c and no interest is manifested. Outside city skins are top at 20c for first salted skins and resalted goods are offered down to 16c without attracting attention. Country skins range at 12@15c; deacons are dull and lifeless at \$1.00@1.50 asked; slunks \$1.20 last paid for packer regulars and no demand; kipskins quoted 15@16c for cities and packers; outside cities 12@14c; countries at 9@12c last paid for age.

**DRY HIDES** quiet. All weight western butcher and fallen hides flat for trim quoted at 12@14c.

**HORSEHIDES** quiet. Renderer hides are quiet at \$4.25 top paid; no interest here; country hides \$3.25@3.75; mixed hides \$4.00 topped lately. Ponies and glues half rates and coltskins 50@75c.

**SHEEP PELTS** quiet. Packer shearlings quoted 22½@50c as to descriptions; spring lambs quoted 30@60c; recent sales at 45@60c. Pullers generally talk low. Dry western pelts quoted 12@14c; pickled skins quoted at \$2.75@3.50 dozen; goat-skins 35@75c.

**HOGSKINS** quiet. Country run quoted at 20@40c with rejected pigs and glues half rates. Pigskin strips 3@4c nominal.

## New York.

**PACKER HIDES**.—As noted recently, two city packers each moved a couple of cars of January-February spread native steers at 12½c. No other business reported. Last sales involved native and branded steers at topmost rates thus far paid on the upward turn. It is said a moderately good inquiry continues for stock suitable for sole leather production. Native steers last sold at 13½c for May kill; cows are quiet and quoted nominally at 10@12c. Butts last sold at 12½c, and Colorados at 11½c; bulls are quoted at 7@8c nominal.

**SMALL PACKER HIDES**.—Business amongst eastern small packers is slow. Sellers are trying for advanced figure on May goods and tanners are slow to follow the upward tendency. April all weight cows and steers recently sold at 10@11c; the outside was also paid on April-May stock. Sellers are trying for 12c for all weight May take-off. Tentative bids at 11½c are reported in the West for such slaughter. Steers alone are quoted at 12c; bulls and brands at 6½@7½c.

**COUNTRY HIDES**.—A car of Ohio all weight hides, mainly city stock sold at 6½c and another car of similar section stock, medium and short-haired sold at 7c f. o. b. No other business reported lately. Tanners are slow to become interested on account of high prices asked and slow sale of leather for the time being. Best middle-west grub free extremes are held at 11@11½c with tanners' views not over 10c and some sales of such descriptions of farther west stock at that figure. Northern southern extremes are quoted at 8½@9½c; New England extremes quoted up to 8c for best lots, as currently received. Butts are still slow sale. Some tanners are evincing a little more inquisitiveness in this section but their bid figures are generally rejected.

**CALFSKINS**.—New York city trimmed calfskins are quiet and somewhat mixed. Nominal market is considered at \$1.80@1.85, \$2.20@2.25, \$2.50@2.60 for the three weights. Some sales of 5/7s alone recently sold at \$1.85@1.90. Available stocks appear moderately ample in size and most sellers would welcome interest tending to promote business, but as a rule they are unwilling to talk any great shades in rates. Some eastern outside city skins are available at \$1.25 basis for lights. Penn cities available at \$1.70, \$2.10 and \$2.50. Untrimmed skins available in moderately ample way at various rates from 16@20c. Kipskins are slow.

**HORSEHIDES**.—Renderers, \$4.25 paid; countries, \$3.25@3.50 nominal; fronts, \$3.25 paid and \$3.50 asked; butts, \$1.25 last paid for wide.

**IMPORTED WET SALTED HIDES**.—As reported recently, a sale of 12,000 Swift Rio Grande frigorifico type steers was effected at \$36. Armour La Plata and Sansinena Co. each sold 4,000 May steers at \$42, which under existing exchange levels figures 15½c. The Sansinena Co. is now offering 4,000 end of May frigorifico steers at \$44. The market is very well booked up to slaughter, offerings being meager and stocks limited. Killers believe higher prices are in prospect. Domestic tanners seem still actively interested in these sole leather hides, due to scarcity of domestic stock. No new developments are noted in the market for spot hides. Stocks are moderate and most lots are sold before arrival.

## OMAHA.

(Special Letter to The National Provisioner.)  
South Omaha, Nebr., May 25.

Supply and demand have both fallen off in the cattle market this week and the result has been a 25@40c decline in prices all along the line. Hot weather has been largely responsible for the decreased demand and eastern shipments have been only about half as large as a week ago, while local packers have shown a disinclination to take any but the desirable light and handyweight steers and heifers. Strictly choice yearlings have sold as high as \$8.75@8.85 and best of the heifers have brought \$8.50@8.60. Good steers of all weights, however, are selling largely at \$7.75@8.25, fair to good kinds at \$7.25@7.65, the commoner kinds at \$6.75@7.25 and on down. A few choice heifers are bringing \$7.25@7.75 and possibly higher while best of the cows are going around \$6.50@6.75 and canners are down as low as \$2@3. Veal calves at \$7@10 and bull stags, etc., at \$4@7, are generally somewhat lower for the week and very slow sale.

Under the influence of rather liberal receipts and unseasonably hot weather hogs have been working toward lower levels and the general market is about 50c lower than a week ago on an average. Demand has not been at all urgent this week from any quarter and while both shippers and packers continue to take the light and butcher weight hogs at top figures buyers are having considerable trouble in disposing of their extreme heavy and mixed packing hogs at big discounts. With nearly 17,000 hogs here today prices were around 25c lower. Tops brought \$8.30, against \$8.55 on last Wednesday and bulk of the trading was at \$7.25@8, against \$7.90@8.40 a week ago.

Receipts of sheep and lambs have been comparatively light and largely for this reason the market has shown sharp fluctuations from day to day. In the main all classes are selling lower than a week ago as demand has been very uncertain of late, owing to the extremely hot weather. Spring lambs are quoted at \$10.25@12.25, woolled lambs, \$9.50@11.50, and shorn lambs, \$9.75@11. Very little aged stock is coming and apparently very little is wanted, as woolled ewes are selling at \$4.50@5.50, and shorn ewes at \$4@5.

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# LIVE STOCK MARKETS

## CHICAGO.

(Reported by the U. S. Bureau of Markets.)

Union Stock Yards, Chicago, May 26.

Surrounded by bearish features, cattle prices crashed to sharply lower levels during the past week. Liberal supplies in the face of hot weather and slow dressed beef trade both locally and in the East, were the predominating bearish factors. Cattle took on heavy water fills early this week, due to high temperatures. Chicago felt the brunt of the oversupply, local receipts for the first four days this week at around 50,300 showing a gain of nearly 6,000 over similar period a week previous. The ten-market aggregate for the corresponding period was 6,500 larger than a week previous and 27,000 larger than a year ago. Weighty bullocks met very poor call and show the big end of a 50 to 75c decline from a week ago. Choice tidyweights were comparatively scarce and possibly hardly show as much as 50c loss in some cases. Few cattle this week showed ill effects from grass but a wider price spread in favor of dry-fed stock may be expected next month. Extreme top this week was \$9.50, paid Monday for a part load of prime Angus yearlings, averaging 1,083 lbs., sorted from two loads of yearlings, the remainder of which brought \$9.00. Several lots of choice yearlings that day made \$9.00 and one lot brought \$9.10. Top was \$9.00 Tuesday and again today, the one lot at that price today averaging 1,116 lbs. While prime handyweight steers are probably quotable above \$9.00, many regard \$8.75 as the limit on bullocks weighing above 1,400 lbs. On Wednesday's market a load of long-fed bullocks, averaging 1,828 lbs., brought \$8.25. Plain light yearlings sold around \$7.00@7.50. A few loads of cattle sold on today's active market had been here since Monday and Tuesday. Exporters and shippers were fairly good buyers again this week. Many of the Eastern houses wanted low-priced steers, selling on today's market around \$7.50@7.75. Exporters took good quality bullocks of 1,200 to 1,350-lb. weights. Fat cows and heifers have declined 50c to \$1.00, the greatest declines being on choice Kosher cows and light heifers. Cannery and cutters have declined 25 to 50c. Few heavy Kosher cows are quotable above \$7.00 and the bulk of fat cows and heifers is now selling around \$5.25@6.50. Choice heavy heifers are quotable up to \$7.75 and \$8.00 and light yearlings to \$8.50 and better. Cannery and cutters sold mostly from \$2.75@4.00. With liberal receipts and slow demand, all grades of bulls stand about \$1.00 under a week ago. Bolognas today sold largely around \$4.25@4.50 and beef grades around \$5.00@5.75. Veal calves found very uneven outlet this week but declines Wednesday and Thursday took prices 50 to 75c lower than a week ago.

Chicago hog receipts for the first four days this week at 138,000 show 34,000 increase over like period last week and ten-market total at about 485,000 shows almost 100,000 expansion over same period last week, although still around 16,000 short of the corresponding period a year ago. This sharp increase in receipts, unseasonably hot weather on Monday and Tuesday, and very draggy and lower fresh pork markets were the main factors in the toboggan downward, which started Monday and continued daily since. Wednesday and today witnessed the biggest declines, measuring an average of about a quarter on both days. Narrow shipping outlet and the imminence of the Memorial Day holiday Monday aided in the depression. Top today at \$8.25 and bulk at \$7.80@8.15 were the same as on April 25, the previous low spot in over five years. The average cost of packer and shipper drove that day was \$7.96, and very close to today's aver-

age cost. Trade was active on Monday and Tuesday, but slow Wednesday and today with liberal holdover. Market closed today largely 50@65c lower than Thursday a week ago, with light and light butchers off the most, while packing sows only average 25@35c lower. Although a few choice strong weight pigs went at \$8.15 and \$8.25, most of the pigs, suitable to ship, sold at \$8.00@8.10 today, making them 50@65c lower than Thursday previous.

The journey downward of sheep and lamb values, which started late last week, continued through the first four days of this week. Compared with a week ago, dry-fed aged lambs are 50c@1.00 lower, while native grassers and culls are \$1.50@2.00 lower than a week ago. Yearlings and native springs have suffered a \$1.00@1.75 decline, while matured sheep, which were hit hardest, are mostly \$2.00@2.50 lower, with culls and some good heavy natives off more. The appearance here Tuesday and Wednesday of fourteen doubles of Washington shorn old crop lambs, many of them showing yearling teeth, occasioned comment, it being unusually early for the arrival of shipment from that source. They had had some grain in the winter but were marketed off grass and were in good killing condition. They sold at \$8.75, with about a 25 per cent sort, some of the best seconds scoring \$7.00. Reports from the northwestern range districts indicate generally favorable grazing conditions and an early marketward movement of ovine stock. Advices have reached Chicago to the effect that the first new crop Idaho lambs destined for Chicago will be loaded about June 1, which is two or three weeks earlier than usual. Several shipments of February lambs from Idaho are expected to reach Chicago during the first week of June. First to reach this market from that source last year arrived June 14, averaged 72 lbs., and sold at \$18.50. Lack of demand for feeding and breeding stock is a bearish factor in the trade at this time, as practically everything coming is having to clear through killing channels. Best dry-fed shorn lambs which topped at \$12.00 early in the week went for \$11.50 Thursday. Good to choice woolled lambs scored \$12.00 at the high time, but the best cashed at \$10.50@11.50 Wednesday, and the best offered Thursday were unsold at a late hour. Native springs last Friday sold up to \$13.75 with culls at \$8.50@9.00, while Thursday \$12.00 took the best, and most of the culls went from \$5.00@6.50 with a very few of the best ones up to \$7.00@8.00. Several loads of shorn Texas yearlings in fair condition had hard sledding Thursday to make \$7.50, with a 30 per cent sort. Matured fat ewes with weight are little wanted on a \$3.50@4.25 basis, and cannery and cull ewes have begged buyers at \$1.00@2.50. Good fat bucks have got down to \$2.00@2.50. Thus far, practically no inquiry for breeding ewes has developed.

## ST. LOUIS.

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., May 25.

Fair receipts characterize our market this week. We have received right at 17,000 cattle, and the quality of the run averaged better than for several weeks past. Trading during the entire period has been indifferent, and at no time could be called active. The downward trend in prices which started last week continues, and at this writing we are right at \$1 under the close of last week, the most of the loss being felt on the weighty offerings. Some heavy steers are going to scale at \$8.50@8.75, but they must have weight to reach the top figure. In the fair to good kinds the range is from \$8@8.50, common, and

medium cattle, \$7@8. Several trains of Texas steers were offered during the week, and the tone of the market on them was much the same as on the natives. A string of 21 cars sold on Tuesday, averaged around 1340 at \$6.30. This sale was a big dollar lower than this class of cattle would have brought a week ago. Light weight yearlings and good mixed yearlings and heifers are quoted at \$8.75@9.15, the bulk of the yearling trade, however, was within a range of \$6@8.25, with some of the plain grassy kinds selling as low as \$5. The range of butcher cows was \$4.75@6, choice cows are quoted up to \$7, but outside of a few single head we have had none of that kind on the market this week.

The hog run this week has very materially increased, the count for the week ending today amounting to 71,000. The top for the period was reached on Saturday when \$9.25 was paid for pigs and lights, and \$9.20 on good mixed and butcher hogs. The heavy run had the effect of lowering the market somewhat, and at this writing we are 40@50c lower than a week ago. The quality of the offerings was fair to good. Today's quotations are: Mixed and butchers, \$8@8.25; good heavies, \$8@8.20; roughs, \$5.50@6.60; lights, \$8.10@8.20; pigs, \$7.50@8.25; bulk, \$8@8.20.

Our sheep receipts this week amount to 26,000, the heaviest week we have had this year. The market has been very uneven, but the trend is to a considerably lower basis. Clipped lambs range from \$9@9.50, with a few choice loads scaling on Tuesday at 10c. Spring lambs range from \$11@11.50. A few choice decks of Tennessee spring lambs sold on Tuesday at \$11.75. Light mutton ewes are quoted around \$5, with the heavier ones around \$1 lower. In this week's offerings there has been a greater proportion of fat aged stock than we have had in many months.

## KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, May 25.

Though cattle were in moderate supply today the market remained weak owing to the slow demand and lower prices at more eastern markets. Fat cattle were in light supply and plain stockers and feeders were offered freely. Hog prices came in for another slight reduction here, and general declines were reported at all other markets. In the sheep division trade was fairly active at Tuesday's decline. Receipts today were 5,000 cattle, 12,000 hogs, 8,000 sheep, compared with 3,000 cattle, 11,000 hogs, and 15,000 sheep a week ago, and 3,850 cattle, 13,650 hogs, and 5,300 sheep a year ago. Thus far this week, fat steers have declined 25 to 50 cents. Handy and light weight grades have shown the smallest loss while heavy steers and half fat sappy kinds are hard to move. All markets show the same condition. The top price for light weight steers was \$8.65 and for 1,300 pounds and up \$8.40. Some South Texas grass fat steers sold at \$5.75 to \$6.75, and common sappy steers in the native division as low as \$5.25. Cows were down 25 cents, and heifers off 50 cents. "Canner" cows are selling as low as \$1.50, and fat cows up to \$6.50. Veal calves were 50 cents lower for the week at \$5 to \$8.25.

Hog prices showed a moderate decline each day this week and are 25 to 30 cents lower than a week ago. The top price today was \$8.20 and bulk of sales \$7.80 to \$8.15. Pigs remained steady with best still selling up to \$8.85. Eastern prices have shown a greater decline than central west markets and some traders would not be surprised to see the 8 cent quotation wiped out.

Prices for sheep and lambs were about the same as Tuesday, though 75 cents to \$1.50 lower than a week ago. Spring lambs are selling at \$9@11.75; clipped wethers \$5@5.50, and clipped ewes, \$4@4.50. Some bargains can be picked up in good young ewes.

## ICE AND REFRIGERATION

### ICE NOTES.

Parker Brothers' ice house at Vernon, Ohio, has been destroyed by fire.

Work on the Dworack Ice Plant, at Schuyler, N. Y., is nearing completion.

The new ice plant of Tunberg and Isgrig, at Tekamah, Nebr., is nearly completed.

The new plant of the W. H. Irvin Ice Company, at Houston, Tex., has begun operation.

The new plant of the Pekin Artificial Ice Company at Washington, Ill., is nearly completed.

The De Quincy Ice Company will erect a building in De Quincy, La., and install two 5-ton ice plant units.

The cold storage plant of Swift & Company, at 312-14 West Lake street, Chicago, has been damaged by fire.

Dennis Miller & Sons are installing an artificial ice plant in their ice cream factory at Eaton Rapids, Mich.

An ice manufacturing plant has been established in Exeter, Cal. Charles Pruner and Jack Griggs have taken over the concern.

The Eubank-Beels Produce Company has been incorporated at Henryetta, Okla., and will install a 20-ton refrigerating plant.

B. E. Stevens has sold his interest in the Arnolds Park Ice Company at Arnolds Park, Iowa, to his partner, A. C. McKinney.

The plant of the Culbert Spring Ice Company, recently incorporated at Aberdeen, S. D., is rapidly nearing completion.

The Sun Beam Ice Company has been incorporated at Dallas, Tex., with a capital of \$100,000. The incorporators are J. H.

The Johnstown Terminal Warehouse Company, Johnstown, Pa., will increase their cold storage capacity to 32,000 square feet.

The Barnes Ice and Coal Company is building a \$100,000 ice plant at Gary, Ind. The new plant will have a daily capacity of 150 tons.

The Corning Ice Company, at Corning, Ark., plans the erection of cold storage plants at Knobel, Ark., Peach Orchard, Ark., and Success, Ark.

The Producers Storage Company will remodel their plant at Medill, Mo., and install refrigeration machinery. Arthur and J. J. Marshall.

The Quincy Market Cold Storage and Warehouse Company has purchased the building of the Boston Wool and Merchandise Stores, Inc., at Boston, Mass.

The Consumers' Ice Company has been incorporated at Austin, Tex., with a capital of \$63,000. The incorporators are C. E. Jones, C. W. Barker and W. P. Summorrow.

The Libby & Libby Cold Storage Company has been incorporated at Boston, Mass., with a capital of \$250,000. The incorporators are Samuel Libby, Samuel L. Bernstein and Benjamin A. Levy.

The Nassau Supply Company has been incorporated at Long Beach, N. Y., with a capital of \$10,000, to conduct an ice manufacturing and refrigeration business. The incorporators are J. Schwartz, M. Schwager and G. A. Ostergren.

### MOTOR DELIVERY COSTS.

(Continued from page 19.)

transportation system to take place before this.

### Difficult to Get at Costs.

It is difficult to give even average costs of figures for motor truck operation because determining factors vary so widely. Distance traveled, weight of load, weight of body, weight of chassis, condition of road, type of road, grades and strength of bridges, season of year, character of territory (level or grades), efficiency of motor and temperament of driver, are a few of the more important factors upon which costs depend.

It is highly improbable that all factors will coincide so that any costs or figures must be largely problematical and cannot be given without qualifications. Taking a 5-ton truck as an example, it would be possible to get as high as 4.5 miles per gallon of gasoline if all influencing factors were favorable. If all influencing factors were unfavorable only 2½ miles per gallon of gasoline could be secured.

Again, on the question of annual mileage, there are records of factory built trucks that have covered more than 300,000 miles in ten years, while others have in the same length of time only covered 50,000. This gives two extremes for annual mileage, 30,000 and 5,000. Manufacturers differ in their opinions as to the economical life of a truck. This difference is as great as 100,000 miles. Certain large

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Packing plants, ice cream and cold storage construction. Fire insurance adjustments.



Operates On Exhaust Steam From Auxiliaries

## Voegt Refrigerating Equipment

The Most Economical Method of Operation for Packing Plants. The Condensed Steam is used in the Scalding Vats. Let us tell you about it.

**HENRY VOGT MACHINE CO., LOUISVILLE, KY.**

Manufacturers of Refrigerating Machinery — Oil Refinery Equipment — Water Tube and Horizontal Return Tubular Boilers — Drop Forged Steel Valves and Fittings.



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## PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

# BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Booklet.

**Henry Bower Chemical Manufacturing Co.,** 29th Street and Gray's Ferry Road  
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*SPECIFY BOWER BRAND ANHYDROUS AMMONIA which, subject to prior sale, may be obtained from the following:*

Atlanta—M. & M. Warehouse Co.  
Baltimore—Wernig, Moving, Hauling & Storage Co., 100 W. Lombard St.  
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Chicago—Ernst O. Heinsdorf, 1004 Cunard Bldg.  
Cleveland—Curtis Bros. Transfer Co.  
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Jacksonville—St. Elmo W. Acosta.

Mexico, D. F.—Ernst O. Heinsdorf.  
Newark—American Oil & Supply Co.  
New Orleans—O. E. Lewis Co., Inc., 422 Camp St.; United Warehouse Co., Ltd., 815 Fulton St.  
New York City—Roessler & Hasselacher Chemical Co., 709 Sixth Ave.  
Norfolk—Southgate Forwarding & Storage Company.  
Philadelphia—Henry Bower Chemical Mfg. Co.

Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., Union Arcade Bldg.  
Providence—Rhode Island Warehouse Co., Edwin Knowles.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Carting Co.  
Savannah—Benton Transfer Co.  
Toledo—Moreton Truck & Storage Co.  
G. H. Weddle & Co., 67 W. Walbridge Ave.  
Washington—Littlefield, Alvord & Co.

operators claim a 15,000 annual mileage for 5-ton trucks. This is based on the assumption that a truck will cover 50 miles a day for 300 days. Another estimate that was submitted was for 55 miles a day for 285 days, or about 15,000 miles annually. The distance covered annually depends primarily upon the amount of work that is available.

In regard to the lubrication question, there seems to be an unanimity of opinion. Manufacturers and operators advocate a liberal use of oil and grease, in fact, they encourage the use of an excess. It has been found that plenty of oil and grease produces greater efficiency and is more than repaid by the minimized repair work and replacement necessary during overhauling. Estimates ranged from 50 to 250 miles per gallon. Such a wide variation precludes a workable average.

### Formula for Finding Costs.

A simple formula for ascertaining operating costs for a motor truck which has been found relatively accurate is here given:

#### MOTOR TRUCK COSTS.

- A—Assumption—  
1. Working days per year. \_\_\_\_\_  
2. Mileage per day. \_\_\_\_\_  
3. Total mileage for life of truck (conservative for factory built), 100,000. \_\_\_\_\_  
Investment—total, chassis, body, war tax, freight.  
B—Fixed Annual Charges—  
1. Interest on investment at 6% \_\_\_\_\_  
2. Insurance, fire, liability, property damage \_\_\_\_\_  
3. Driver at \$\_\_\_\_\_ a week \_\_\_\_\_  
4. Helper at \$\_\_\_\_\_ a week (if one is required) \_\_\_\_\_  
5. Garage at \$\_\_\_\_\_ a month \_\_\_\_\_  
6. Fixed depreciation (exclusive of tires) \_\_\_\_\_

#### PER YEAR OF COST.

- C—Annual Operating Charges—  
1. Variable depreciation (exclusive of tires) for each 1,000 miles per year over \_\_\_\_\_ miles. \_\_\_\_\_  
2. Tires (number of miles of guarantee) \_\_\_\_\_  
3. Gasoline \_\_\_\_\_  
4. Oil \_\_\_\_\_  
5. Grease \_\_\_\_\_  
6. Repairs and renewals \_\_\_\_\_  
Total operating charges \_\_\_\_\_  
Annual total charges (fixed and operating) \_\_\_\_\_  
Cost per ton mile. \_\_\_\_\_  
Cost per day (Loaded one way). \_\_\_\_\_  
Cost per mile Loaded both ways. \_\_\_\_\_

### Estimating Depreciation Charges.

Some manufacturers fix the investment total on which interest is charged at 50 per cent of the new cost. This procedure is justified on the ground that the fixed depreciation charge amortizes the original investment is employed. Other manufacturers charge interest on 100 per cent of the cost, claiming that it is the more conservative method.

Under "fixed depreciation" a blank percentage is submitted. This percentage is derived by ascertaining the total mileage that is to be expected divided into the normal life in years. Example: A truck giving a total of 100,000 miles having a life of 10 years would have a fixed depreciation of 10 per cent.

Under "variable depreciation" a blank percentage is offered as the variant. This should be computed by dividing the per-

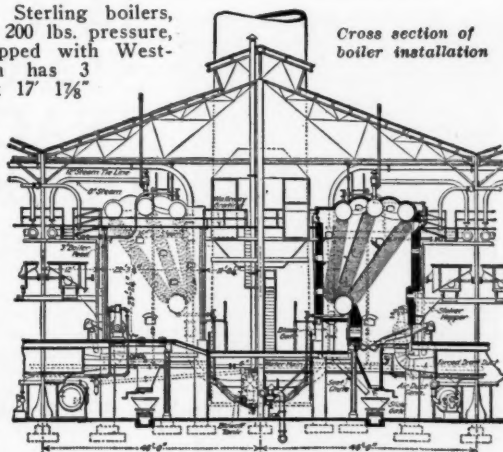
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### Brand New 823 H. P. Boilers

#### Available for Immediate Delivery

44—823 H. P. B. & W. Sterling boilers, ASME CODE, built for 200 lbs. pressure, suspended setting; equipped with Westinghouse stokers; each has 3 steam drums 42" dia. x 17' 1 7/8" long, plates 7/8" thick, one mud drum 48" dia. x 16' 7 7/8" long, plates 1" thick and 630 tubes 3 1/4" dia., 8226 sq. ft. heating surface. Complete with catalog fittings, stokers, breeching, extension hoppers and soot blowers.

N. B.—Morris & Co., Chicago, had their engineering department make a thorough inspection of these boilers and have just ordered two complete units with stokers and auxiliary equipment.



Cross section of boiler installation

## Refrigerating Machines

250 Ton De La Vergne High Speed Compressors  
New—Never Used  
Bargain Prices

250 Ton De La Vergne Refrigerating machines having 1-18"x24" compressor cylinder direct connected to 23"x24" Ames heavy duty poppet valve una-flow steam engine. Machine is equipped with automatic oiling system including pump, tank and filter.

Compressor supplied with one extra suction and discharge valve. Valves are of design to suit the high speed service engine to operate at 160 r.p.m. and built for condensing service 150 lbs. steam pressure at throttle and 24" vacuum, to cut off 18% of stroke. Under these conditions steam consumption per H.P. will be: at 1/4 load 15 lbs.; 1/2 load 13.8 lbs.; 3/4 load 13.6 lbs.; full load 13.6 lbs. Speed from 140 r.p.m. to 175 r.p.m. Steam engine has automatic by pass valves for condensing and non-condensing operation.

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ARE YOUR PROFITS  
GOING DOWN THE DRAIN  
OF YOUR REFRIGERATOR?

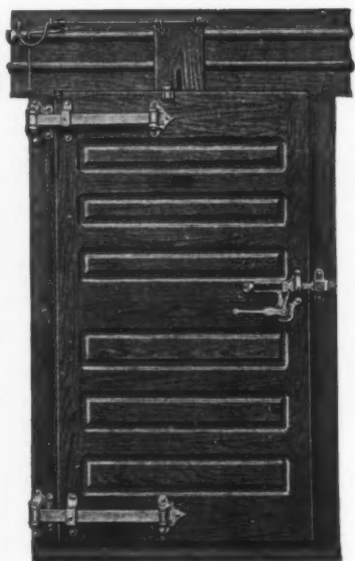
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- will pay for itself by its savings.
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YORK MANUFACTURING CO.  
YORK, PA.



(Ice-Making and Refrigerating  
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## JAMISON'S STANDARD TRACK DOOR

A powerfully constructed, thoroughly insulated Cold Storage Door for Packing Houses, Abattoirs and all plants where overhead rails are in use.

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## THE ADRIAN KNITTING CO.

400-410 WATER ST.  
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Manufacturers of all kinds of

## KNIT BAGS

for

BEEF CALF SHEEP HOGS

SAMPLES AND PRICES ON REQUEST

centage secured under "fixed depreciation," by the annual mileage. Example: A truck giving an annual mileage of 10,000 having a fixed depreciation of 10 per cent should if it is run 11,000 miles add 1 per cent of its fixed depreciation value as the variable depreciation.

All other items that are variable, such as 1 and 2 under assumption, and 3, 4, 5 and 6 under operating charges will be approximated by any manufacturer who is asked to do so. These approximations are reliable and can be used in calculating costs. Any manufacturer or reliable dealer will furnish an estimate of the cost per ton mile, per day and per mile, based upon a personal ocular survey of the field of operation.

The use of the outline here used is suggested, as it covers all the details which make up costs.

### AUSTRALIAN MEAT TRADE.

(Continued from page 21.)

a result it is not expected that there will be much export of mutton or lamb until the last quarter of the year.

### CONDITIONS IN NEW ZEALAND

A direct attack has been made on American meat companies trading in New Zealand. The matter has been under discussion for some time. It was the subject of a special Parliamentary inquiry. New Zealand has the American meat bogey badly. The Premier has been expressing himself freely of late and has followed up these utterances by the issue of an official proclamation prohibiting the export from New Zealand without a license from the Minister for Customs, of frozen mutton, lamb, chilled beef or veal. This gives the Government complete control over the operations of any company or trader in meat. Australia went through the same fever, but the question of American meat companies is never mentioned there these days.

The increase in the cost of transport of frozen products and the fall in the value of by-products has led to lower prices being offered for stock. A drop of 1d per lb. has already taken place.

### Believe Freights Must Come Down

The position is giving much concern to the meat companies. So far the great demand for New Zealand meat in Britain has held up the market for stock, but the general impression is that meat cannot remain immune to the forces for reduction now operating in Europe. The slump in New Zealand is greatest for heavy-weight sheep; for lambs the position is much easier. The cost of landing meat in London now is very little more than the pre-war price of mutton there. Consequently if the trade is to develop, a big drop in refrigerated freights and costs at the works must take place. A most vigorous protest against the recent increase was made by the New Zealand Government.

Drastic action has been taken by a couple of the meatworks where the "go slow" policy was adopted to enforce demands for a bonus. In one case the dismissal of the men concerned had the desired effect. In another case the whole works were closed down.

The Whangarei harbour board has decided to reclaim a site for a freezing works, to let it on lease to the local freezing company and to provide wharfage accommodation.

The Southland Frozen Meat Company has made a profit of £17,823, which with the balance from last year gives a total of £27,823. A dividend of 5 per cent and a bonus of 3 per cent were declared on the paid up capital of £9083, and after adding to the reserves, a sum of £16,282 was carried forward.

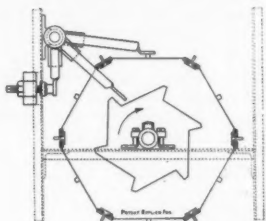
The New Zealand Refrigerating Company has a sum of £101,561 available for distribution this year. It paid a dividend of 1-3 per share on the basis of paid-up shares of £1, placed £20,000 to reserve fund and carried forward £44,061.



## FOR PURCHASING DEPARTMENTS

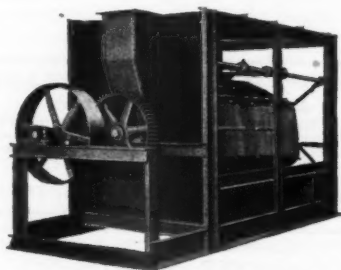
### STEDMAN'S NEW TANKAGE SCREEN.

Stedman's Foundry & Machine Works, Aurora, Ind., who have been specializing in fertilizer machinery for a long time, have developed a hexagon screen equipped with a tapping device which is particularly adapted for screening the tankage.



Tankage after it is ground is screened for two purposes; either for making fertilizer or for hog feed. Fertilizer tankage as a rule is not difficult to screen, as it does not contain a very heavy percentage of grease, but hog feed tankage is different. It contains a large percentage of grease and has a natural tendency to become gummy. They have found from experience that any type of screen which does not have some mechanical means of keeping the openings of the wire cloth clean does not work successfully on tankage.

The illustrations give a very good idea of one of the Stedman standard tankage screens equipped with a tapping device that is giving wonderful results. The screen is neat in design; the screen plates



are easily removable, and the tapping device gives a vibration on the screen plates that loosens any material which has a tendency to stick. It has twice as large a capacity as the ordinary revolving screen without a tapping device, and is claimed by its makers to be the only successful fertilizer and hog feed tankage screen on the market. It is something in which every packinghouse and rendering establishment should be interested.

The manufacturers will be glad to give further particulars about this screen, and will be pleased to send their Bulletin 105 on request.

### YORK REFRIGERATING EQUIPMENT.

Recent sales and installations of York refrigerating machinery and equipment are reported by the York Manufacturing Company, York, Pa., as follows:

Kings Mountain Cotton Oil Co., Kings Mountain, N. C.; one 17-ton vertical single-acting belt driven enclosed refrigerating machine and condensing side, also a 10-ton raw water flooded freezing system complete.

City Meat Market, Hamilton, Mont.; one 2½-ton vertical single-acting belt driven

enclosed refrigerating machine and high pressure side complete.

Charles Ehnerd, meat market, Escanaba, Mich.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Solomon & Katter, meat market, Winber, Pa.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Lawrence Kniselman, meat market, Franklin, Pa.; a one-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

J. H. Eichner, meat market, Baltimore, Md.; one 8-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Young's Market Company have installed in their meat market at Pica & Normandie Sts., Los Angeles, Calif., a one-third vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Spath Brothers, meat market, Canal & Schuyler Sts., Utica, N. Y.; one 4-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Karg Brothers, wholesale & retail meat dealers, Findlay, Ohio; one 8-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

George T. Brooks, meat market, Ravensna, Ohio; a one-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

City Meat Market, Gust Olson, proprietor, Kerkhoven, Minn.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Fox & Pottelger, meat market, Hamburg, Pa.; one 4-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

H. J. Yoder, meat market, Shoemakersville, Pa.; one 4-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Louis J. Kramer, meat market, Elkader, Iowa; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

M. J. O'Donnel, meat market, 1123 Rush St., Chicago, Ill.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Peoples Meat Market, John Lehecka, proprietor, Foley, Minn.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Feinberg Kosher Sausage Co., 809 Lyndale Ave., Minneapolis, Minn.; one 8-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Hertz & Rifkin, meat packers, 30 Central Market, Minneapolis, Minn.; one 8-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

George W. Steidl, meat market, Paris, Ill.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Edward J. Sova, meat market, 817 Fordney Ave., Saginaw, Mich.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Lehigh Beef Co., Pittston, Pa.; one 12-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Swift & Company, Berlin, N. H.; one 6-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete, also a refrigerating system, including 1320 feet of 2-in. direct expansion piping.

### NEW FEDERAL MOTOR TRUCK.

The new 5 to 6 ton model truck announced recently by the Federal Motor Truck Company of Detroit, Mich., possesses a number of new and distinctive features, according to a statement made by M. L. Pulcher, vice-president and general manager of the company. According to Mr. Pulcher, this new heavy model, which has been produced after many months of experimental and actual road test work, was brought out for the express purpose of meeting several demands of the heavy haulage business which have developed in the past few years.

The first of these is a continually growing demand for a truck with sufficient power to pull itself out of the most difficult places, excavations, pits, bad roads, etc., with its full capacity load; and the second is for a greater road speed under full load than has heretofore been possible with the average full loaded heavy duty truck.

Among the features of this new model is the new 50-H.P. Continental motor, which was made especially for this model, and in accordance with the designs and specifications of Federal engineers. By means of this motor the truck is said to be able to attain an unusual speed on the road, and the manufacturers claim for it that they have never yet, in all their operating tests, been able to place the truck in a position where they could not spin its drive wheels, so powerful is its engine.

A number of unusual refinements have also been added. The license plate, for instance, is fastened, by a special patented feature, directly to the inside of the rear member of the frame, so that the tail light, which is located within the frame, may shine directly on the license plate and yet be protected by the frame from shocks from the rear. The red lamp shines through a special hole in the rear frame.

A Hubodometer, attached to the left front wheel hub, so as to protect it from injury from curbs, etc., is furnished as standard equipment. Electric generator, battery, lights and horn are also supplied as standard equipment. A vacuum feed gasoline system is provided.

Quantity production of the new model truck is already well under way, and the Federal Motor Truck Company hopes to be in position to meet the demand for this new model by the middle of the summer.

### NEW CONTINENTAL CAN CO. PLANT.

The Continental Can Company's new mammoth general line can factory in Jersey City, N. J., is nearing completion and the present plans are to begin full manufacturing operations about the first of May. The new plant is located in Jersey City in the block bound by 15th and 16th streets and Coles and Monmouth streets, with track service entering on the Monmouth street side.

There are two factory buildings, each 80x200 feet, five stories and basement, and connected by a center wing 40x60 feet. The plant will contain a total of approximately 200,000 square feet. The buildings are of reinforced concrete and have been fully equipped with the last word in the latest modern facilities of every description for the large and prompt production of cans.

In addition to the factory buildings there is a power plant and stable and garage. The completed cost of the new improvements will be approximately \$1,500,000.

It is also interesting to know that the new factory is located within a few blocks of the terminal of the proposed trucking tunnel from Jersey City to New York, which when completed will greatly facilitate deliveries from the new Jersey City plant to points in New York and Brooklyn.



# Chicago Section

J. A. Cruise of Swift & Company's Havana branch was in town this week.

Mr. McLean of the Harris Abattoir Company, Toronto, was in town this week.

George W. King, the well-known Boston lard and compound broker, was in Chicago this week.

J. H. Scott of the Marine Products Company, Tacoma, Wash., was a Chicago visitor this week.

Fred T. Fuller, president of the Iowa Packing Company, Des Moines, Iowa, was in the city this week.

A. L. Eberhart, vice-president of George A. Hormel & Company, Austin, Minn., was in town the past week.

M. Mannheimer of the Evansville Packing Company, Evansville, Ind., was a Chicago visitor this week.

A Board of Trade membership sold this week at \$6,000 net to the buyer, an advance of more than \$300.

Isaac Powers, president of the Home Packing & Ice Company, Terre Haute, Ind., was in town this week.

E. C. Merritt, vice-president of the Indianapolis Abattoir Company, Indianapolis, Ind., was a Chicago visitor this week.

Packers' purchases of livestock at Chicago the first four days of this week totaled 23,443 cattle, 103,856 hogs, and 44,131 sheep.

J. J. Cuff, general manager, and James G. Cowrie, head of the export department, the Jacob Dold Packing Company, Buffalo, N. Y., were visitors in Chicago the past week.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday,

May 21, on shipments sold out, ranged from 10 to 18 cents per pound and averaged 14.11 cents per pound.

George Sunderland, packinghouse products broker, who opened an office in Chicago recently, has already found it necessary to enlarge his quarters and after June 1 he will be located at 930 Postal Telegraph building.

Walter R. Kirk is still chuckling over the birth of the cottonseed crushers' annual golf cup competition, of which he was the "daddy." He did not win the cup, though he did tie for low score, but he was just as well satisfied, for his old crony, W. Preston Battle of Memphis, was awarded the silver wash-dish, and it is said that down in Memphis they still have something to put in it. Kirk has been out of town since Battle left for home, it is reported.

Shipments of provisions from Chicago for the week ending Saturday, May 21, were as follows:

	Last week.	Same week last year.
Cured meats, lbs.	19,281,000	9,338,000
Lard, lbs.	8,784,000	4,783,000
Fresh meats, lbs.	31,718,000	47,745,000
Pork, bbls.	8,965	387
Canned meats, cases.	23,271	20,968

Receipts for the week were: Cured meats, 1,316,000 lbs.; fresh meats, 17,483,000 lbs.; lard, 3,158,000 lbs.; pork, 200 bbls.

Cottonseed products interests left Chicago after the convention of last week delighted with the visit, the helpful results of the convention, and the unexampled hospitality extended to them by Chicago members. Two features particularly delighted them outside the convention program. One was the motor tour for the ladies, ending with the luncheon at the South Shore Country Club, which latter was arranged by J. F. Smith, of Swift & Company, who is a member of the club and whose name was the open sesame for the guests. The other was to stock yards

day trip, planned by the committee consisting of Ernest Kissling of Morris & Company, chairman; A. L. Stott of Swift & Company, G. G. Fox of Armour & Company, and F. J. Garvey of Wilson & Company. Great credit is due all these gentlemen for the part they had in making these features such a success.

F. Edson White, vice-president of Armour & Company, returned this week from a visit of several months to Europe. Mr. White made a general survey of Armour interests abroad, and was the guest of honor at a conference of Armour executives and managers in London which wound up with a banquet at the Trocadero at which Mr. White delivered the keynote speech of optimistic prophecy. Mr. White made a swing around the circuit while in Europe and visited most of the Armour houses on the Continent with a view to getting an actual insight into business conditions as they are. He believes Europe is on the mend and that better business can be looked for constantly.

## MAYER ANNOUNCES OPENING.

Announcement has been made by J. A. Mayer, broker, of the opening of an office at 727 Webster building, 327 South La Salle street, Chicago, to conduct a general export and import business, specializing in animal and food products. The firm has connections in all the principal trade centers of Europe as well as in Buenos Aires, Montevideo, Rio de Janeiro, Sao Paulo, Cuba, Mexico and Japan. Mr. Mayer announces that he is especially equipped to handle anything with South America, and is thoroughly familiar with the present conditions in Europe, having recently returned from there.

## M. P. BURT & COMPANY Engineers & Architects

Packinghouse and Cold Storage Designing—Consultation on Power and Operating Costs, Curing, etc. You Profit by Our 25 Years' Experience. Lower Construction Cost. Higher Efficiency.  
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The Cudahy Packing Co.  
Austin, Nichols & Co.  
New York Butchers  
Dressed Meat Co.

Joseph Stern & Sons, Inc.  
Manhattan Veal & Mutton Co.  
United Dressed Beef Co.

## John W. Hall

WEBSTER BLDG.

Chicago

"You Get What You Give"

**BROKER**  
**Packing House Products**

## SPECIALTIES

Tallow—Oils—Greases  
Sanitary Catch Basins  
Tankage—Blood—Liquid Stick  
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We Specialize in

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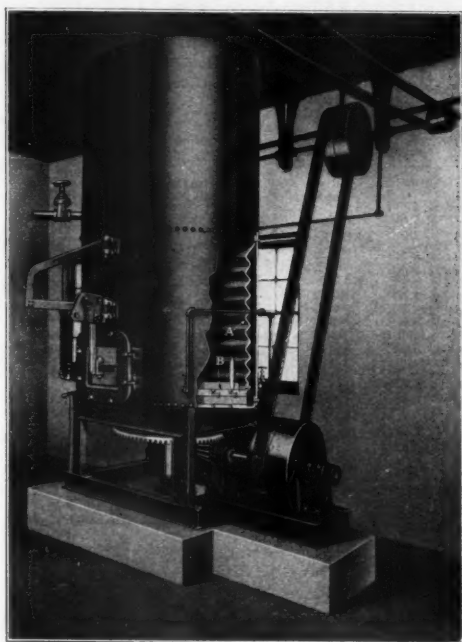
## PACKERS ARCHITECTURAL & ENGINEERING CO.

WILLIAM H. KNEHANS, Chief Engineer

ABATTOIR PACKING AND COLD STORAGE PLANTS

Manhattan Building, Chicago, Ill.

Cable Address, Pacarco



Patented July 13th, 1915.

Other Patents Pending.

## The new Improved Combination Cooking, Rendering and Drying Machines

**Have Proved Very Satisfactory  
Write for Full Particulars**

**G. & W. Manufacturing Co.**

1104 U. B. Building DAYTON, OHIO

### CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Markets is as follows:

The demand for all fresh meats was reduced to the minimum; the volume of business done the first four days of the week was very light. However, next Monday being a holiday, when all wholesale markets will be closed, considerable improvement naturally developed toward the week's close, which no doubt prevented further decline in the week's prices.

The carry-over of steers from last week plus fresh receipts the first of this week made offerings liberal and somewhat excessive for the limited demand. Assortments were good with something suitable for every class of trade. Slight declines were made in prices of all classes. However, price was not accountable to any degree for the extremely light movement the first half of the week, as much of last week's purchases was still on the storage rail up to the middle of this week, proving conclusively that the consumptive demand has materially decreased.

The general quality of cows was good, with the percentage of heavy cows somewhat smaller and a good selection of handyweight butcher cows of the heifer type. Prices remained steady with a week ago. After midweek there was some improvement in the demand for beef, with prospects of a fairly good trade on Saturday, on account of next Monday being a holiday. Although the supply of bologna bulls has been moderate the demand has weakened, resulting in a decline of \$1 in price from last week's close. With fairly liberal supplies of Kosher beef after midweek and a slow, draggy demand, prices weakened fully 50c from one week ago.

The moderate supplies of veal have moved very well with prices steady with a week ago. The offerings carried a fair percentage of prize calves. Hot weather

decreased the number of expressed calves, thus increasing the percentage of packer-killed calves and improving the general quality and condition of the supply. The slight advance in calfskins has afforded some stimulant to the calf market in general.

The supply of spring lambs contained few that would grade choice, common and medium claiming the majority. Heavier fed lambs held steady with one week ago, while spring lambs declined fully \$1.

With quality fairly good and demand fair, prices of mutton held steady with last week's close.

Under a very slow demand and some accumulations pork prices fluctuated considerably with many sales reaching very low points. Towards the week's end with offerings reduced and an improved demand, prices on fresh stock showed some improvement, while still under last week's figures.

### CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, May 26, 1921, are reported to The National Provisioner as follows:

	Hogs.
Armour & Co.....	14,171
Anglo-Amer. Prov. Co.....	8,568
Swift & Co.....	11,608
G. H. Hammond Co.....	8,837
Morris & Co.....	10,815
Wilson & Co.....	11,500
Boyd-Lunham & Co.....	8,136
Western Pkg. Co.....	14,800
Roberts & Oake.....	7,005
Miller & Hart.....	5,800
Independent Pkg. Co.....	7,351
Brennan Pkg. Co.....	5,100
Wm. Davies & Co.....	2,100
Others.....	7,500

Total .....123,291

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**"Personal  
Service"**

## CHICAGO LIVESTOCK.

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 16	17,709	3,024	34,150	19,849
Tuesday, May 17	10,245	4,824	27,962	12,698
Wednesday, May 18	8,153	1,912	15,366	10,167
Thursday, May 19	8,483	5,639	26,612	13,052
Friday, May 20	3,894	947	21,558	8,086
Saturday, May 21	582	178	4,571	4,692

Total last week	49,066	16,524	130,219	68,530
Previous week	46,382	18,525	127,585	79,534
Year ago	57,087	19,089	155,347	51,164
Two years ago	61,792	15,413	192,276	61,986

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 16	6,525	88	6,485	4,614
Tuesday, May 17	3,870	.....	4,739	5,783
Wednesday, May 18	3,958	.....	3,375	1,296
Thursday, May 19	3,921	177	6,321	1,932
Friday, May 20	3,108	84	5,522	720
Saturday, May 21	399	95	2,566	55

Total last week	21,781	444	29,078	12,400
Previous week	17,900	531	21,486	19,601
Year ago	24,686	224	32,002	13,319
Two years ago	21,029	191	19,612	6,514

Total receipts at Chicago for year to May 21:				
	1921.	1920.	1919.	1918.
Cattle	1,099,572	1,152,668	1,099,572	1,152,668
Calves	334,963	334,963	334,963	334,963
Hogs	3,426,242	3,188,398	3,426,242	3,188,398
Sheep	1,815,617	1,130,375	1,815,617	1,130,375

Total receipts of hogs at eleven markets:				
	Week.	Year to date.	1920.	1919.
Week ending May 21	511,000	12,230,000	511,000	12,230,000
Previous week	501,000	12,179,000	501,000	12,179,000
Cor. week, 1921	602,000	14,037,000	602,000	14,037,000
Cor. week, 1919	606,000	14,474,000	606,000	14,474,000
Cor. week, 1918	552,000	14,037,000	552,000	14,037,000
Cor. week, 1917	559,000	12,364,000	559,000	12,364,000
Cor. week, 1916	599,000	13,082,000	599,000	13,082,000
Cor. week, 1915	517,000	11,853,000	517,000	11,853,000
Cor. week, 1914	480,000	9,835,000	480,000	9,835,000

Combined receipts at seven points for week ending May 21, 1921, with comparisons:

	Cattle.	Hogs.	Sheep.
This week	154,000	395,000	183,000
Previous week	145,000	383,000	193,000
1920	158,000	512,000	147,000
1919	177,000	562,000	155,000
1918	173,000	457,000	150,000
1917	183,000	447,000	99,000
1916	126,000	302,000	166,000
1915	117,000	418,000	142,000
1914	111,000	400,000	174,000

Combined receipts at seven markets for year to May 21, 1921, with comparisons:

	Cattle.	Hogs.	Sheep.
1921	3,191,000	9,624,000	4,258,000
1920	3,622,000	10,391,000	3,327,000
1919	3,967,000	12,067,000	3,651,000
1918	4,229,000	11,484,000	3,311,000
1917	3,432,000	10,397,000	3,674,000
1916	2,851,000	11,029,000	3,713,000
1915	2,512,000	9,688,000	3,793,000

Chicago packers' hog slaughter for week ending May 21, 1921:				
	Armour & Co.	Anglo-American	Swift & Co.	Hammond Co.
Monday	11,100	5,800	11,600	6,700
Tuesday	9,800	9,800	9,800	9,800
Wednesday	9,200	9,200	9,200	9,200
Thursday	15,500	15,500	15,500	15,500
Friday	6,600	6,600	6,600	6,600
Saturday	5,100	5,100	5,100	5,100
Independent Packing Co.	5,500	5,500	5,500	5,500
Brennan Packing Co.	3,500	3,500	3,500	3,500
Wm. Davies Co.	1,400	1,400	1,400	1,400
Others	13,000	13,000	13,000	13,000

Total	111,300	111,300	111,300	111,300
Previous week	100,000	100,000	100,000	100,000
Year ago	131,100	131,100	131,100	131,100
Two years ago	160,200	160,200	160,200	160,200

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending May 21	\$ 8.40	\$ 8.45	\$ 7.00	\$11.70
Previous week	8.40	8.63	6.90	11.25
Cor. week, 1920	12.10	13.65	12.10	16.85
Cor. week, 1919	14.90	20.85	11.30	15.85
Cor. week, 1918	15.35	17.53	14.85	18.10
Cor. week, 1917	12.05	16.10	14.25	18.15
Cor. week, 1916	9.75	9.85	8.40	10.85
Cor. week, 1915	8.45	7.65	6.90	10.25
Cor. week, 1914	8.40	8.20	5.25	7.80
Cor. week, 1913	7.95	8.65	5.35	6.95
Cor. week, 1912	7.90	7.45	5.70	8.75
Cor. week, 1911	5.90	5.97	4.15	6.30

Market quotations at Chicago:

CATTLE.				
Prime steers	.....	\$7.85@	8.60	
Good to choice steers	.....	7.00@	8.00	
Fair to good steers	.....	6.25@	7.00	
Yearlings, fair to choice	.....	7.00@	9.25	
Feeding steers	.....	6.50@	8.15	
Heifers	.....	5.00@	8.50	
Cows, good to choice	.....	5.25@	7.25	
Fair to good cows	.....	4.00@	5.50	
Canners	.....	2.00@	3.00	
Cutters	.....	3.00@	4.25	
Bologna bulls	.....	4.25@	4.60	
Calves	.....	7.00@	9.00	

HOGS.				
Choice light butchers	.....	\$8.00@	8.25	
Medium weight butchers	.....	7.90@	8.15	
Heavy butchers, 270-325 lbs.	.....	7.60@	8.00	
Fair to fancy light	.....	7.75@	8.25	
Heavy packing	.....	7.30@	7.75	
Rough packing	.....	6.75@	7.40	
Pigs	.....	7.00@	8.25	

SHEEP.				
Native lambs	.....	\$8.00@	11.00	
Fed western lambs	.....	9.50@	11.50	
Wethers	.....	4.00@	6.25	
Yearlings	.....	6.00@	9.50	
Ewes	.....	1.50@	5.00	
Spring lambs	.....	10.00@	13.00	

## CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, MAY 21, 1921.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May	.....	.....	.....	\$17.25
July	.....	.....	.....	17.25
LARD—(Per 100 lbs.)—				
May	.....	9.45	9.45	9.42½
July	.....	9.85	9.05	9.72½
Sept.	.....	9.97½	10.15	9.97½
SHORT RIBS—(Boxed 25c more than loose)—				
May	.....	10.02½	10.02½	10.02½
July	.....	10.02½	10.02½	10.02½
Sept.	.....	10.30	10.30	10.30

MONDAY, MAY 23, 1921.

PORK—(Per bbl.)—				
May	.....	.....	.....	17.25
July	.....	.....	.....	17.25
LARD—(Per 100 lbs.)—				
May	.....	9.50	9.50	9.37½
July	.....	9.77½	9.80	9.67½
Sept.	.....	10.00	10.10	9.97½
SHORT RIBS—(Boxed 25c more than loose)—				
May	.....	10.12½	10.12½	10.00
July	.....	10.12½	10.12½	10.00
Sept.	.....	10.37½	10.40	10.27½

TUESDAY, MAY 24, 1921.

PORK—(Per bbl.)—				
May	.....	.....	.....	17.25
July	.....	.....	.....	17.25
LARD—(Per 100 lbs.)—				
May	.....	9.40	9.50	9.40
July	.....	9.62½	9.80	9.62½
Sept.	.....	10.00	10.10	10.00

SHORT RIBS—(Boxed 25c more than loose)—				
May	.....	10.05	10.10	10.05
July	.....	10.37½	10.37½	10.32½
Sept.	.....	10.37½	10.37½	10.32½

WEDNESDAY, MAY 25, 1921.

PORK—(Per bbl.)—				
May	.....	17.90	17.90	17.80
July	.....	17.90	17.90	17.80
LARD—(Per 100 lbs.)—				
May	.....	9.47½	9.65	9.47½
July	.....	9.70	9.99½	9.52½
Sept.	.....	9.95	10.25	9.95
SHORT RIBS—(Boxed 25c more than loose)—				
May	.....	10.12½	10.12½	9.92½
July	.....	10.12½	10.12½	9.97½
Sept.	.....	10.20	10.20	10.22½

THURSDAY, MAY 26, 1921.

PORK—(Per bbl.)—				
May	.....	17.70	17.70	17.45
July	.....	17.70	17.70	17.45
LARD—(Per 100 lbs.)—				
May	.....	9.65	9.70	9.52½
July	.....	9.97½	10.00	9.52½
Sept.	.....	9.97½	10.00	9.55
SHORT RIBS—(Boxed 25c more than loose)—				
May	.....	9.87½	9.87	9.72½
July	.....	10.15	10.15	9.72½
Sept.	.....	10.15	10.15	10.00

FRIDAY, MAY 27, 1921.

PORK—(Per bbl.)—				
May	.....	17.30	17.30	17.30
July	.....	17.30	17.30	17.30
LARD—(Per 100 lbs.)—				
May	.....	9.30	9.35	9.30
July	.....	9.42½	9.60	9.42½
Sept.	.....	9.75	9.90	9.75
RIBS—(Boxed, 25c more than loose)—				
May	.....	9.70	9.70	9.70
July	.....	9.75	9.75	9.75
Sept.	.....	9.90	9.97½	9.90

## CHICAGO RETAIL FRESH MEATS

(Corrected weekly by C. W. Kaiser, Sec'y, United Master Butchers' Ass'n of Chicago.)

Beef.				
	No. 1.	No. 2.	No. 3.	No. 4.
Rib roast, heavy end	30	25	17	19
Rib roast, light end	32	28	19	25
Chuck roast	18	16	14	14
Steaks, round	33	28	25	25
Steaks, sirloin, first cut	45	35	31	31
Steaks, porterhouse	52	42	32	32
Steaks, flank	30	25	23	23
Beef stew	18	16	15	15
Corned briskets, boneless	28	23	23	23
Corned plates	18	18	13	13
Corned rumps	28	28	21	21

Lamb.				
	Good.	Com.	Good.	Com.
Hindquarters	35	25	35	25
Legs	40	28	40	28
Stews	15	14	15	14
Chops, Shoulder	25	24	25	24
Chops, rib and loin	42	38	42	38

Mutton.				
	Good.	Com.	Good.	Com.
Legs	25	23	25	23
Stew	10	10	10	10
Shoulders	18	18	18	18
Chops, rib and loin	32	28	32	28

Pork.			
Loins, whole, 8@10 avg.	24	@20	24
Loins, whole, 10@12 avg.	21	@22	21
Loins, whole, 14 and over.	19	@21	19
Chops			@28
Shoulders			@20
Butts			@18
Sparrils			@14
Hocks			@18
Leaf lard			@14



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.	
Prime native steers	17 @ 18
Good native steers	16 @ 17
Medium steers	14 @ 16
Heifers, good	13 @ 15
Cows	10 @ 14
Hind quarters, choice	23 @ 25
Fore quarters, choice	12 @ 14

## Beef Cuts.

Steer Loin, No. 1	30 @ 32
Steer Loin, No. 2	28 @ 30
Steer Short Loin, No. 1	38 @ 40
Steer Short Loin, No. 2	36 @ 38
Steer Loin Ends (hips)	24 @ 26
Steer Loin Ends, No. 2	22 @ 24
Cow Loin	18 @ 20
Cow Short Loin	20 @ 22
Cow Loin Ends (hips)	15 @ 17
Steer Ribs, No. 1	21 @ 23
Steer Ribs, No. 2	20 @ 22
Cow Ribs, No. 1	19 @ 21
Cow Ribs, No. 2	17 @ 19
Steer Ribs, No. 3	15 @ 17
Steer Ribs, No. 4	14 @ 16
Steer Ribs, No. 5	13 @ 15
Steer Chucks, No. 1	11 @ 13
Steer Chucks, No. 2	10 @ 12
Cow Ribs, No. 1	15 @ 17
Cow Chucks	9 @ 11
Steer Plates	8 @ 10
Medium Plates	6 @ 8
Briskets, No. 1	20 @ 22
Briskets, No. 2	17 @ 19
Steer Navel Ends	5 @ 7
Cow Navel Ends	4 1/2 @ 6
Fore Shanks	7 @ 9
Hind Shanks	6 @ 8
Rolls	28 @ 30
Strip Loin, No. 1, homeless	55 @ 57
Strip Loin, No. 2	55 @ 57
Strip Loin, No. 3	22 @ 24
Sirloin Butts, No. 1	40 @ 42
Sirloin Butts, No. 2	32 @ 34
Sirloin Butts, No. 3	28 @ 30
Beef Tenderloins, No. 1	75 @ 77
Beef Tenderloins, No. 2	65 @ 67
Rump Butts	28 @ 30
Flank Steaks	25 @ 27
Boneless Chucks	10 1/4 @ 11
Shoulder Clods	18 @ 20
Hanging Tenderloins	14 @ 16
Trimnings	9 @ 13

## Beef Product.

Brains, per lb.	6 @ 9
Hearts	3 @ 7
Tongues	28 @ 30
Sweetbreads	27 @ 30
Ox-Tail, per lb.	6 @ 9
Fresh Tripe, plain	4 @ 6
Fresh Tripe, H. C.	5 @ 8
Livers	8 @ 10
Kidneys, per lb.	11 @ 13

## Veal.

Choice Carcass	16 @ 17
Good Carcass	10 @ 15
Good Saddle	20 @ 27
Good Backs	8 @ 14
Medium Backs	7 @ 8

## Veal Product.

Brains, each	6 @ 8
Sweetbreads	30 @ 40
Caif Livers	28 @ 32

## Lamb.

Choice Lambs	26 @ 28
Medium Lambs	24 @ 26
Choice Saddles	32 @ 34
Medium Saddles	30 @ 32
Choice Fores	20 @ 22
Medium Fores	18 @ 20
Lamb Fries, per lb.	33 @ 35
Lamb Tongues, each	18 @ 20
Lamb Kidneys, per lb.	25 @ 28

## Mutton.

Heavy Sheep	10 @ 12
Light Sheep	14 @ 16
Light Saddles	20 @ 22
Heavy Fores	6 @ 8
Light Fores	8 @ 10
Mutton Legs	25 @ 27
Mutton Loin	23 @ 25
Mutton Stew	3 @ 5
Sheep Tongues, each	18 @ 20
Sheep Heads, each	10 @ 12

## Fresh Pork, Etc.

Dressed Hogs	14 @ 16
Pork Loin	20 @ 22
Leaf Lard	9 1/2 @ 10
Tenderloins	51 @ 53
Spare Ribs	9 @ 11
Butts	10 @ 12
Hocks	18 @ 20
Trimnings	7 @ 9
Extra Lean Trimnings	12 @ 14
Tails	8 @ 10
Snouts	4 1/2 @ 5
Pigs' Feet	4 @ 6
Pigs' Heads	6 @ 8
Blade Bones	12 @ 14
Riade Meat	9 @ 11
Cheek Meat	5 1/2 @ 6
Hog Hvers	4 @ 6
Neck Bones	3 @ 5
Skinned Shoulders	12 @ 14
Pork Hearts	5 @ 7
Pork Kidneys, per lb.	4 @ 6
Pork Tongues	12 @ 14
Slit Bones	9 @ 11
Tail Bones	9 @ 11
Brains	12 @ 14
Rack fat	12 @ 14
Hams	24 @ 26
Calas	13 @ 15
Bellies	17 @ 19

## SAUSAGE.

Columbia, Cloth, Bologna	14 1/2 @ 15
Bologna, large, long, round, in casings	13 1/2 @ 14
Choice Bologna	14 @ 15

Frankfurters	19 @ 21
Liver Sausage	20 @ 22
Tongue and blood sausage, with pork	19 @ 21
Minced Sausage	15 1/2 @ 17
New England Style Sandwich Sausage	15 @ 17
Prepared Luncheon Sausage (Berliner)	16 1/2 @ 18
Liberty Luncheon Sausage (Berliner)	15 1/2 @ 17
Oxford Lean Butts	32 @ 34
Polish Sausage	16 @ 18
Garlic Sausage	14 @ 16
Country Smoked Sausage	15 1/2 @ 17
Country Fresh Sausage	34 @ 36
Pork Sausage, bulk	15 @ 17
Pork Sausage, short link	18 @ 20
Luncheon Roll	16 @ 18
Delicatessen Loaf	85 @ 87
Ox Tongues, jellied	40 @ 42
Macaroni and Cheese Loaf	17 @ 19
Loin Roll, cooked	46 @ 48

## Summer Sausage.

D'Arles, new goods	42 @ 44
Beef Casings Salami	40 @ 42
Italian Salami (new goods)	44 @ 46
Capri	33 @ 35
Holsteiner	25 @ 27
Peconia, long links	34 @ 36
Farmer	36 @ 38

## Sausage in Brine.

Bologna, kits	240 @ 242
Bologna, 1/2 @ 1/2	4.00 @ 4.00
Pork, link, kits	2.76 @ 2.76
Pork, links, 1/2 @ 1/2	4.60 @ 4.60
Polish Sausage, kits	2.48 @ 2.48
Polish Sausage, 1/2 @ 1/2	4.18 @ 4.18
Frankfurts, kits	3.00 @ 3.00
Frankfurts, 1/2 @ 1/2	5.00 @ 5.00
Blood Sausage, kits	3.35 @ 3.35
Blood Sausage, 1/2 @ 1/2	5.50 @ 5.50
Liver Sausage, kits	2.50 @ 2.50
Liver Sausage, 1/2 @ 1/2	3.30 @ 3.30
Head Cheese, 1/2 @ 1/2	4.00 @ 4.00
Head Cheese, 1/2 @ 1/2	4.00 @ 4.00

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	15.00
Pickled Plain Tripe, in 200-lb. barrels	15.00
Regular H. C. Tripe, in 200-lb. barrels	17.00
Pocket H. C. Tripe, in 200-lb. barrels	19.00
Pickled hog chitterlings, uncooked, bbls.	20.00
Pickled hog chitterlings, cooked, bbls.	24.00
Sheep Tongues, short cut, barrels	57.00
Sheep Tongues, long cut, barrels	54.00
Pork Tongues, barrels	65.50

## CANNED MEATS.

	No. 1/2	No. 1	No. 2	No. 3	Per doz.
Corned beef	\$ 3.00	\$ 5.00	\$ 18.50		
Roast beef	3.00	5.00	18.50		
Roast mutton	3.00	5.00	18.50		
Sliced dried beef	2.75	4.85	8.90	52.00	
Ox tongue, whole	13.25	17.50	53.00		
Luncheon tongue	2.50	4.75	10.25	32.00	
Corn beef hash	1.50	3.15	5.50		
Roast beef hash	1.50	3.15	5.50		
Hamburger steak with onions	1.50	3.15	6.00		
Vienna style sausage	1.15	2.40	4.75		
Luncheon sausage	1.20				
Breakfast sausage	2.05	3.75			
Veal loaf, med. size			2.40		

## EXTRACT OF BEEF.

	Per doz.
2-oz. jars, 1 doz. in case	\$ 3.30
4-oz. jars, 1 doz. in case	6.25
8-oz. jars, 1 doz. in case	11.50
16-oz. jars, 1/2 doz. in case	21.00

## BARRELLED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	28.00
Plate Beef	25.00
Rollettes	27.00
Rump Butts	27.00
Mess Pork	27.00
Clear Fat Backs	25.50
Family Back Pork	29.50
Bean Pork	21.50

## LARD.

Pure Lard, kettle rendered, per lb., tes.	13 3/4 @ 14
Pure Lard	12 1/2 @ 13
Cooking oil, per gal., in barrels	9 1/2 @ 10
Bakers' special cooking oil	9 1/2 @ 10
Barrels, 1/2 over tierces, half barrels, 1/2 over tierces; tubs and pails, 10 to 80 lbs., 1/2 to 1c over tierces.	

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	20 @ 21
Cartons, rolls or prints, 1 lb.	21 @ 22
Cartons, rolls or prints, 2 1/2 lbs.	20 1/2 @ 21
Shortenings, 30 @ 60 lb. tubs	14 @ 15
Nut Margarine, prints, 1 lb.	20 @ 21

## DRY SALT MEATS.

Clear Bellies, 12 @ 14 avg.	15.50 @ 15.50
Clear Bellies, 14 @ 16 avg.	15.00 @ 15.00
Clear Bellies, 18 @ 20 avg.	14.00 @ 14.00
Rib Bellies, 12 @ 14 avg.	15.50 @ 15.50
Rib Bellies, 20 @ 25 avg.	13.75 @ 13.75
Fat Backs, 10 @ 12 avg.	10.50 @ 10.50
Fat Backs, 12 @ 14 avg.	11.00 @ 11.00
Fat Backs, 14 @ 16 avg.	11.25 @ 11.25
Extra Short Ribs	12.50 @ 12.50
Short Ribs	14.25 @ 14.25
Butts	10.50 @ 10.50

## WHOLESALE SMOKED MEATS.

Skinned Hams	30 1/2 @ 31
Regular Hams	27 1/2 @ 31
Calas, 4 @ 6 lbs. avg.	16 1/2 @ 16 1/2
Calas, 6 @ 12 lbs. avg.	14 1/2 @ 16 1/2
New York Shoulders	18 1/2 @ 18 1/2
Breakfast Bacon, fancy	35 @ 44
Rib Bacon, wide, 8 @ 12 avg., and strip, 4 @ 6 avg.	71 @ 71
Wide, 12 @ 14 avg. and strip, 6 @ 7 avg.	21 1/2 @ 21 1/2
Wide, 4 @ 6 avg. and strip, 3 @ 4 avg.	27 @ 27
Dried Beef Insides	49 @ 49
Dried Beef Knuckles	43 @ 43
Dried Beef Outsides	29 @ 29
Dried Beef Hets, best	44 1/2 @ 44 1/2
Skinned Boiled Hams	40 @ 40

Regular Boiled Hams	41 @ 41
Boiled Calas	30 @ 30
Cooked Loin Rolls	49 @ 49
Cooked Rolled Shoulder	58 @ 58

## SAUSAGE CASINGS.

F. O. B. CHICAGO.	
Beef Rounds, per set	23 @ 23
Beef Export Rounds	27 @ 27
Beef Middles, per set	45 @ 45
Beef Bungs, per piece	23 @ 23
Beef Weasands	12 @ 12
Beef Bladders, small, per doz.	1.25 @ 1.25
Beef Bladders, medium, per doz.	1.75 @ 1.75
Hog Casings, free of salt, regular	1.10 @ 1.10
Hog Casings, f. o. b. extra narrow	1.75 @ 1.75
Hog Middles, per set	17 @ 17
Hog Bungs, export	19 @ 19
Hog Bungs, large	14 @ 14
Hog Bungs, medium	9 @ 9
Hog Bungs, narrow	7 @ 7
Hog Stomachs, per piece	5 @ 5
Imported wide Sheep Casings	9 @ 9
Imported medium wide Sheep Casings	9 @ 9
Imported medium wide Sheep Casings	9 @ 9

## FERTILIZERS

	Per Unit.
Ground dried blood	\$2.75 @ 3.00
Unground and crushed blood	2.50 @ 2.50
Concentrated tankage, ground	2.25 @ 2.50
Hoofmeal	1.85 @ 2.00
Ground tankage, 10 to 11%	2.10 @ 2.35
Ground tankage, 6 1/2 to 9%	1.75 @ 2.00
Crushed tankage	1.40 @ 1.65
Crushed raw bone, per ton	24.00 @ 26.00
Ground steam bone, per ton	22.00 @ 25.00
Unground steamed bone	16.00 @ 18.00
Unground bone tankage	12.00 @ 14.00

## HORNS, HOOFS AND BONES.

	Per Ton.
No. 1 horns	175.00 @ 200.00
No. 2 horns	125.00 @ 150.00
No. 3 horns	50.00 @ 75.00
Horns, black	20.00 @ 25.00
Horns, striped	25.00 @ 30.00
Horns, white	30.00 @ 35.00
Round shin bones, heavies	55.00 @ 60.00
Round shin bones, lights	45.00 @ 50.00
Flat shin bones, heavies	45.00 @ 50.00
Flat shin bones, lights	40.00 @ 45.00
Thigh bones, heavies	52.50 @ 57.50
Thigh bones, lights	45.00 @ 50.00
Skulls, jaws and knuckles	22.00 @ 25.00

## LARD.

Prime, steam, cash	9.52 1/2 @ 9.52 1/2
Prime, steam, loose	8.47 1/2 @ 8.47 1/2
Leaf	8.50 @ 8.50
Compound	8.98 @ 8.98
Neutral lard	11.75 @ 11.75

## STEARINES.

Prime oleo	7 @ 7 1/4
Tallow	6 @ 6 1/4
Grease, yellow, loose	3 1/2 @ 4
Grease, A white, loose	5 1/2 @ 6

## OILS.

Oleo oil, extra	10 @ 10 1/2
Oleo oil, No. 2	7 1/2 @ 8 1/2
Oleo stock	7 1/2 @ 8 1/2
Linseed, loose, per gal.	71 @ 71
Corn oil, loose	5 1/2 @ 5 1/2
Soya bean oil, seller tank, f. o. b. coast	4 1/2 @ 5 1/2

## TALLOW.

Edible	6 @ 6 1/4
Choice country	6 @ 6 1/4
Packers, prime, loose	5 1/2 @ 5 1/2
Packers, No. 1, loose	4 1/2 @ 5
Packers, No. 2	3 @ 3 1/2

## GREASES.

White, choice	5 1/2 @ 5 1/2
White, "A" loose	5 @ 5 1/2
White, "B"	4 1/2 @ 4 1/2
Bone, naphtha extracted	3 1/2 @ 4
Crackling	3 1/2 @ 4
House	3 @ 3 1/2
Yellow	3 1/2 @ 4
Brown	3 @ 3 1/2
Pigs' foot grease	8 @ 8 1/2
Garbage grease, loose	2 1/2 @ 3
Glycerine, C. P.	18 1/2 @ 17
Glycerine, dynamite	14 1/2 @ 15
Glycerine, crude soap	9 1/2 @ 10
Glycerine, candle	11 @ 11 1/2

## COTTONSEED OILS.

White, deodorized	8 1/2 @ 8 1/2
S. Y. S. Y. loose, Chicago	8 @ 8 1/2
P. S. Y. soap grade	6 @ 6
Soap stock, bbls., concn.	62 @ 63 f. o. b.
Tex.	3 @ 3 1/2
Soap stock, loose, 50% f. s. Chicago	1 @ 1 1/2

## COOPERAGE.

Ash Pork Barrels, black iron hoops	1.55 @ 1.60
Oak Pork Barrels, black iron hoops	1.55 @ 1.70
Ash Pork Barrels, galv. iron hoops	1.75 @ 1.80
Red Oak Lard Tierces	2.10 @ 2.15
White Oak Lard Tierces	2.35 @ 2.40
White Oak Ham Tierces	2.20 @ 2.20

## CURING MATERIALS.

Refined saltpetre, granulated, bbls.....	9 1/2 @ 9 1/2
Bags	9 1/2 @ 9 1/2
Refined saltpetre, crystals, bbls.....	9 1/2 @ 9 1/2
Bags	9 1/2 @ 9 1/2
Double refined Nitrate of Soda, gran., f. o.	
b. N. Y. & S. F., less than carload—	
Bbls.	9 1/2 @ 9 1/2
Sacks	9 1/2 @ 9 1/2
Double refined nitrate of soda, gran., f. o.	
b. N. Y. & S. F., less than carload—	
Bbls.	9 1/2 @ 9 1/2
Sacks	9 1/2 @ 9 1/2
Double refined Nitrate of Soda, crystals	
Bbls.	9 1/2 @ 9 1/2
Sacks	9 1/2 @ 9 1/2
Nitrate of Soda, kegs, 100@130 lbs., 1c over.	
Boric acid, crystals to powdered.....	11 1/2 @ 11 1/2
Borax, crystals to powdered.....	8 1/2 @ 8 1/2
Sugar	
•White, clarified, f. o. b. New Orleans.....	9 1/2 @ 9 1/2
•Yellow, clarified, f. o. b. New Orleans.....	9 1/2 @ 9 1/2
Plantation, granulated, f. o. b. New Orleans (less 2%).....	9 1/2 @ 9 1/2

# Retail Section

## NEW YORK RETAILERS DENY PROFITEERING

### Reply to Charges by Livestock Man Starts Discussion

In a recent statement before the House Committee on Agriculture at Washington on the subject of the livestock and packing situation, Everett C. Brown, president of the National Livestock Exchange, made charges that retail meat dealers had not reduced their prices in conformity to the general readjustment. This was not the first time Mr. Brown had made such charges, which he said were based on personal investigations made in the city of Chicago.

His statement received wide publicity. THE NATIONAL PROVISIONER did not publish that portion of it referring to retailers, as the matter had been gone over fully in previous issues. However, that sturdy old defender of the master butcher craft, Wm. H. Hornidge of New York, leaped into the arena with a reply to Mr. Brown. The reply brought an immediate rejoinder from Mr. Brown, who is some scrapper himself, and the merry war is now on between livestock men and retail meat dealers.

Mr. Hornidge is one of the few remaining "high hat" butchers of New York City, whose craft was regarded as honorable as any in the old days, and is still so regarded by those who belong to it. He is the secretary of the New York State Master Butchers' Association, and also secretary of Ye Olde New York Branch, United Master Butchers of America. It is in behalf of the latter organization that he addressed the following letter to Mr. Brown:

#### Statement for the Retailers.

New York, N. Y., May 20, 1921.

Mr. Everett C. Brown,  
President National Livestock Exchange,  
Chicago, Ill.

Dear Sir:

It has been a matter of deep concern to us and to every butcher in the country that you have unjustly attacked an honest business and public service before Congress and the nation. As we do not believe that a man of your high position in our industry would make such violent charges without adequate proof, we would be grateful to you for a statement of the full facts and accurate personal knowledge which led you to your remarks.

Retail meat dealers are not profiteering. We assure you that this statement is true in New York and throughout the country generally. You are utterly unjustified in your charges and they should never have been made without allowing us an opportunity to answer them fully.

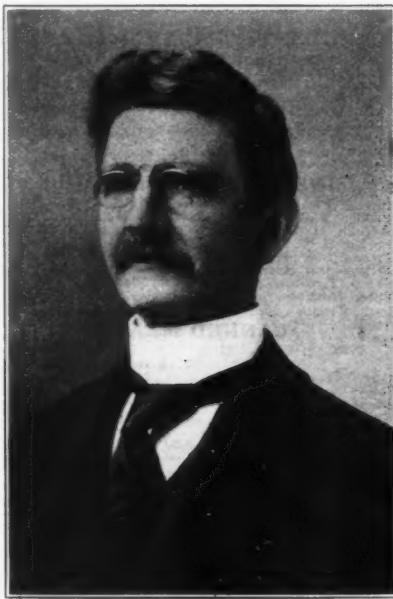
Certainly the evidence with which you supported your statement as it appeared in the press—and that is what counts most—is absolutely inadequate. You state that you made a survey of prices. Granted that your survey was thorough, intensive, extensive and exhaustive, what does it prove? It proves nothing whatever—certainly not that anyone is profiteering.

It is unnecessary for us to point out that the word profit means the difference between cost and sales price. A study of profits cannot be made from prices alone—costs are just as important. Did you study the costs of handling meat at retail?

Let us add the following facts to your data:

#### Wide Range of Retail Prices.

1. There is a wide range of retail prices. Stores on the same street sell at different prices mainly because the grade of meat is different and because their service to customers is different. It is unnecessary



WM. H. HORNIDGE, Secretary,  
Ye Olde New York Branch, United Master Butchers.

to inform a livestock man that there are grades of meat varying in quality. The wholesale prices vary in the same way—sometimes meat which is known by one name to the public varies as much as 100 per cent in wholesale price—very frequently as much as 50 per cent. The public does not understand this, but you should certainly take this into consideration.

2. The costs of handling meat are far above pre-war costs.

Labor is 100 per cent higher and has not begun to recede.

Rent is generally at least 100 per cent higher and there has been an upward tendency until this month.

Lighting is 20 per cent higher.

Refrigeration is at war levels.

Delivery costs are much higher than before the war.

Telephone charges are 20 per cent higher.

Paper and accessories are still high.

Retail meat prices cannot come down to pre-war prices until costs come down.

3. Returns on by-products of retail butchers have jumped down and cut materially into profits. Shop fats are selling at 16 to 22 cents—during the war at \$1.60 and before the war at 20 to 22.

#### Consumer Needs Educating.

4. What the industry needs is not indiscriminate attacks. Instead of blaming anyone for high prices, the livestock interests should help in a concerted effort to lower prices by placing the industry on a more economical basis. The consumer needs to be educated not to buy expensive cuts of

meat when the cheaper cuts are just as good. The livestock interests should help in educating the people to increase the use of meat. They can help to lower prices by stabilizing the industry.

5. The retailers' organizations are trying to do what they can themselves, but they are weaker than any other kind of organization. Their membership represents only a small proportion of butchers. There is intense competition almost on every street in the city.

The retailers' organizations are mainly social gatherings. Hard pressed by costs, they have now started studying ways of bringing them down, by improved book-keeping, by increasing their volume of business, by advertising and by improving their methods.

We feel that our business is deserving at least of accurate observation and we ask that you give it. We ask that you base your statements on facts and that you allow us to present the facts as we know them.

We welcome a reply from you.

Yours very truly,  
WM. H. HORNIDGE,  
Secretary.

#### REPLY BY LIVESTOCK MAN.

Reply to this letter was made almost immediately, as follows:

Chicago, May 24, 1921.

Mr. Wm. H. Hornidge, Secretary,  
Ye Olde New York Branch,  
New York State Association of United  
Master Butchers of America,  
224 East 48th Street,  
New York, N. Y.

Dear Sir:

I have your interesting and courteous letter of the 20th inst., but much to my regret I am unable to agree with all that you have said about my statements before the Committee on Agriculture of the House of Representatives.

The charges I made were in no sense "violent," neither did I fail to substantiate all I have said with adequate proof. I have not charged that all retailers are profiteering, but on the contrary, I have always conceded that many of those engaged in the retail trade were earnestly trying to conduct their business on a reasonable and fair margin.

My statements as to the facts—and they were facts, your statement notwithstanding—proves conclusively to my mind that there is profiteering in the retail meat trade. Manifestly there are some one hundred odd million other consumers of the country who feel about as I do on the subject.

#### Do Retailers Know Real Cost?

You challenge my statement on the ground that I failed to study costs, and I ask you in return what you or your organization know of the real cost of retailing meats? Furthermore, what benefit would it be to learn the various factors of cost unless some real bona fide effort to minimize them were made?

Let me take up and analyze a few of your "facts" to determine their relative value to the general scheme of retailing:

1. You explain the range by referring to grades; but are you aware that each of my comparisons were made on corresponding standard grades? I traced the wholesale and retail prices on such well known brands as Armour's "Star," Swift's "Premium," etc., in the case of provisions, and surely you will not argue that there is a "quality range" in products handled under these respective brands. I compared "Premium" prices with "Premium" prices, not with "Star" prices, etc. I also traced

(Continued on page 48.)



## LOCAL AND PERSONAL.

H. A. Hanson has bought a meat market in Callaway, Minn.

The Currier meat market, Farrell, Pa., has been reopened.

J. E. Trotter has opened a meat market in South Colton, Calif.

Mr. Scholemeyer has opened a meat market in Shopiere, Wis.

Robert Laird has engaged in the meat business in Tekoa, Wash.

E. E. Justice has engaged in the meat business in Post Falls, Ida.

Bouttier Brothers have opened a meat market in Van Nuys, N. Y.

S. A. Bell has opened the Ozark Meat Market in Bentonville, Ark.

Eli Petrich has opened a meat and grocery store at New Duluth, Minn.

The Ferris Hill meat market, Westport, Ind., has been sold to Moore Bros.

Charles Roemer has bought the meat market of Lew Botz in Berlin, Wis.

Peter Christensen has bought the Dunnell meat market at Estherville, Ia.

William H. Fitzsimmons has opened a meat market in Larchmont, N. Y.

Frank W. McGurn has opened the Ashmont Market in Southampton, N. Y.

Waddell & Boyer are again engaging in the meat business in Charlotte, Mich.

George L. Dishow has purchased the Imboden meat market, Auburn, Nebr.

George L. Dishaw has bought the Imboden meat market at Auburn, Nebr.

Larson & Holthe, meat dealers in Kenyon, Minn., have sold out to O. J. Brekke.

The William Friedrich meat market at Olivia, Minn., has been sold to W. J. Shaw.

The meat market of W. D. Arnold, Houston, Tex., has been destroyed by fire.

The meat market of M. R. Morris at Carbon Hill, Ala., has been destroyed by fire.

Eli Haag has purchased the meat market of McKirgan Brothers in Plain City, Ohio.

J. A. Stryker has sold his meat market in Deerfield, Ill., to Mr. Flamm of Forest Park.

The Van Arsdale Mercantile Company is opening a meat market in Yuba City, Calif.

J. F. Ast has purchased a meat market at Napa, Calif., and another at Vallejo, Calif.

Harry Behn has bought the Elm street meat market at Rock Island, Ill., from Paul Meier.

Olson & Dusbabeck, meat dealers in Albert Lea, Minn., have sold out to Larson Bros.

The J. O. Boggie meat market, Florence, Minn., has been sold to a Mr. Carlisle.

Joseph Rickert has sold his interest in the meat market at Colusa, Ill., to Frank Morrison.

The W. W. Stephens meat market at Monterey, Ind., has been sold to Roy Keller.

J. C. Obenhaus plans to open a meat market in the Hamberger building, Columbus, Tex.

Elmer Hanson and Lynn Isham have bought the Sanitary meat market at Rugby, N. D.

Howell Brothers have opened a meat market in the Snerly grocery store at Decatur, Ill.

The Kitzman meat market, Eau Claire, Wis., has been succeeded by the Sanitary meat market.

Burt Harris has purchased a grocery store in Wahoo, Nebr., and will add a meat market.

A. B. Simonis and B. R. Englehart have purchased the Voelker meat market in Stratford, Wis.

Jacob Kessler, Marinette, Wis., has purchased the meat and grocery business of Nick Kitzinger.



HAND FORGED ON THE ANVIL FROM DOUBLE SHEAR STEEL

**John Wilson's Butcher Knives and Steels**

1750

Standard of the World

1920

THE BEST THEN

THE BEST TODAY

I. WILSON, SYCAMORE STREET, SHEFFIELD, ENG.

Sole American Agents

**Boker Cutlery & Hardware Co., Inc., New York, N. Y.**

**NUCOA**

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Stays Sweet

**THE NUCOA BUTTER COMPANY**

New York

Chicago

San Francisco

Roy Cramer has sold his meat market in Bloomfield, Iowa, to his former partner, Bruce Kratzer.

Riley Thomson is about to start the erection of a meat and grocery store at Albert Lea, Minn.

W. H. Balentine, pork and beef packer in Greenville, S. C., has sold his two retail markets in that city.

James Feeley has purchased the interest of A. G. McMullin of the Dallas Meat Company at Dallas, Ore.

E. Erickson of the Erickson meat market, Crookston, Minn., has let the contract for a new business building.

The new store of the National Butchers Company at 250 Cabot street, Beverly, Mass., has opened for business.

William and Clifton G. Hasselbart have purchased the grocery and meat market of George Keller at Sylvania, Ohio.

Tom Sims & Son will erect an addition to their meat market at Republican City, Nebr., and add a stock of groceries.

Frank Rossmar has sold the Central meat market at Wayne, Nebr., to E. S. Noland and B. Wilson of Sioux Rapids, Ia.

R. E. Robinson and Walter Wilhite have purchased a building in La Plata, Mo., where they intend to open a meat market.

The Milwaukee Co-operative Kosher Meat Market has been incorporated at Milwaukee, Wis., with a capital of \$5,000.

Thomas F. McGuire has opened a meat, fish, grocery and general provision store at 187 South Union street, Lawrence, Mass.

C. F. Kurbat has sold his meat market in Kewanee, Ill., to the A. C. Taylor Implement House and his son, Carl F. Kurbat, Jr.

The A. B. C. Store Co. will remodel a building at Beaumont, Tex., for a meat market and grocery store, expending \$30,000.

A new building is under construction in Wakeeney, Kans., by W. W. Sellers who

For Sausage Makers

**BELL'S**

Patent Parchment Lined

**SAUSAGE BAGS**

and

**SAUSAGE SEASONINGS**

For Samples and Prices, write

**THE WM. G. BELL CO.**  
BOSTON MASS.

will occupy it with a grocery and meat market.

The Cumpson-Doleman Company, Inc., dealers in groceries and provisions, have incorporated with a capital of \$200,000 at Buffalo, N. Y.

A number of improvements have been made to the store of the West End Market & Grocery Company at Winston-Salem, N. C.

H. O. Martin, whose meat market in Florala, Ala., was destroyed by fire some weeks ago, is arranging to open a new market just across the street from his old location.

Ginn's meat market has been incorporated at Wilmington, Del., with a capital of \$2,000. The incorporators are F. R. Hansell, J. Vernon Pimm and E. M. MacFarland.



# New York Section

Philip D. Armour III sailed for Europe on the Aquitania last Tuesday.

The New York Produce Exchange will be closed all day Saturday as well as on Monday, Memorial Day.

A. F. Hunt of the by-products department, Swift & Company, Chicago, made a flying visit to New York this week.

R. E. Pearsall and J. C. Archie of the produce department, Cudahy Packing Co., Chicago, are spending a few days in town.

D. A. Wagner of the New York central office of the Cudahy Packing Company, visited the Washington, D. C., branch on Tuesday.

There will be a meeting of the members of the New York Produce Exchange on Tuesday, May 31, to consider changes in its by-laws.

Recent visitors on the floor of the New York Produce Exchange were F. C. Gaylord and Robert M. Morris, both of Clarksburg, W. Va.

A. I. McTaggart of the local produce department of the Cudahy Packing Company, spent a few days last week in Pittsburgh, Scranton and Philadelphia.

W. T. S. White, head of the poultry department, and A. E. Osborne, auditing department, Morris & Company, Chicago, were in New York during the week.

J. Moog, vice-president of Wilson & Company, in charge of operation, was in New York last week, and W. S. Nicholson, head of the provision department, is here this week.

Secretary William H. Hornidge announces that in commemoration of our honored dead the members of the Master Butchers' Association will close their markets on Decoration Day.

Louis Burk of Philadelphia announces that, following the annual custom, the employees will be given a half holiday during the summer. The establishment will close at noon on Wednesdays during June, July and August.

State Secretary Wm. H. Hornidge announces that all members of the Master Butchers of America in good standing will have the privilege of the floor at the state convention in the Pennsylvania Hotel on June 13 and 14, but only delegates are allowed a vote. A large attendance is looked for at the forthcoming convention.

Mrs. H. Senner, widow of Dr. J. H. Senner, former president of The National Provisioner and commissioner of immigration of the Port of New York, sailed on the Orbita last Saturday for Europe. Mrs. Senner, who has done much charitable work among the poor of New York and relief of the sufferers abroad, expects to remain three months in Europe.

The Joseph Stern Girls' Club took a trip up the Hudson last Sunday, landing at Newburgh; there they took a bus to Marlboro where a fine dinner was waiting. A feature of the return trip on the boat was the community singing led by the club. Sunday was an ideal day for the outing and it was a wonderful success socially.

J. P. Brunt, president of the Mid-West Box Company of Chicago, returned Saturday on the Aquitania from a flying trip to London and Paris. It is reported that Mr. Brunt absorbed a few more corporations while abroad.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending Saturday, May 21, on shipments sold out, ranged from 14 to 16.50 cents per pound, and averaged 15.22 cents per pound.

Grievous injustice was done to two expert golfers in reporting the recent match between W. A. Johns of New York and J. F. Smith of Chicago, both Swift executives, on the Montclair course. The score was reported as a tie at 109 strokes, but the non-golfing printer made it 119, not knowing what a difference ten strokes makes in the reputation of a golfer. And the weather was bad, at that.

The number of pounds of meat, poultry and game seized and destroyed in the city of New York during the week ending May 21, 1921, is shown as follows by a report of the New York City Health Department: Meat—Manhattan, 2,580 lbs.; Brooklyn, 222 lbs.; Bronx, 207 lbs.; Queens, 42 lbs.; total, 3,051 lbs. Fish—Manhattan, 660 lbs.; Brooklyn, 300 lbs.; Queens, 250 lbs.; total, 1,210 lbs. Poultry and game—Manhattan, 202 lbs.; Brooklyn, 9 lbs.; total, 211 lbs.

The Bronx and Ye Olde New York branches, Master Butchers of America, have elected their delegates to the state convention and they are as follows: Bronx—Christian Schuck, Sr., Louis Bauer, Philip Gerard, Chas. Schwalm, R. Schoemacker and R. Ehrenreich. Ye Olde New York branch—A. F. Grimm, Louis Goldschmidt, George Kramer, Moe Loeb, Joseph Heim, Edward Collins, Henry Vetter, Benny Metzger, Jacob Grumm, Sam Brown, William Hanauer and Martin J. Then.

The trade extends sympathy to the family of Samuel L. Finlay, who passed away on May 7, and to the International Provision Company, of which Mr. Finlay was vice-president and treasurer. Mr. Finlay was 64 years old and engaged in the meat industry practically all his business life. He had been connected with the International Provision Company since its organization in 1886, and was actively engaged up to the time of his death. He had represented the company on the New York Produce Exchange for the last 25 years.

Charles Grismer of Brooklyn, who has just returned from a motor trip through the Adirondacks to Montreal, Canada, explains that the little hoarseness which he and the other members of the party brought home with them is simply due to talking. Although they have made similar trips, this is the first time they have gone into Canada, and upon their return into the United States Mr. Grismer presented each of the party with an American flag, and all sang the national anthem. The trip covered 1,100 miles and was made in the cars of Mr. Grismer and Mr. Rosen. In the party were Mr. and Mrs. Albert Rosen, Mr. and Mrs. O. Edward Jahrsdorfer, Mr. and Mrs. Charles Grismer of Brooklyn and Mr. and Mrs. John Smith of Troy, N. Y.

Edward Morris, president of Morris & Company, was in New York this week on

a tour of inspection. Questioned as to the meat situation, he said: "Regarding the meat and packing business I am optimistic. I believe we have gone through a drastic period of readjustment, but all values are not at or below the pre-war basis. I consider that the business is now firmly resting on rock bottom. As an illustration, beef by the carcass sold one year ago at 29½ cents a pound, and today is selling for 15½. The retailers are selling this beef at from 20 to 50 cents a pound, which, allowing for their overhead expense and weight, is very reasonable. Conditions in the East appear to be very satisfactory. Exporting of meats at the present time is very slow, due to the foreign exchange."

P. D. Armour, vice-president of Armour & Company, sailed on Tuesday on the Cunard liner Aquitania for Europe, where he will be busy until September visiting branches of the company in Belgium, Holland, France, England and Denmark. "We have been greatly encouraged by recent developments in the packing business," Mr. Armour said. "Sales now are very heavy, and the industry is on a steady and efficient basis. Our plan of allowing employees participation in management has been successful beyond our greatest expectations. The men are contented and they have shown a tremendous increase in efficiency since the plan went in effect. They accept the decisions of the board of arbitration without question. In time probably all the packinghouses will adopt the plan. Much criticism has been directed against the retailer of meats, but not always justly. I don't think the disparity between wholesale and retail prices is greater than warranted by this condition."

## RETAILERS DENY PROFITEERING.

(Continued from page 46.)

chain store purchases and sales and found what was manifestly an unjustifiable practice of exacting the last possible penny. In my survey I mentioned no names, but rest assured they are available.

### Some Cost Factors.

2. Coming now to specific cost factors: Labor is higher, but whenever living conditions justify it, a readjustment may be undertaken in your line the same as in other industries. Certainly the labor cost is inapplicable to the owner-butcher who cuts his own meat, except such increased allowance as he is entitled to by reason of increased living costs.

Rent is only a minor factor in any retail business and certainly yours is no exception. Any retail establishment should justify its existence only by a test that would demonstrate that rent is but a minor factor in cost determination. It so happened that in my study the worst offenders were strongly established shops owning their own buildings.

Lighting is not 20 per cent higher in this city, and hence must be disregarded. Our light rates have been reduced several times since 1914.

Refrigeration costs are not at war levels in those cases where improved mechanical refrigerating devices are used, and there have been decided reductions in the costs of chemicals used. I concede that the use of ice will result in high costs during the present season by reason of the shortage of natural ice.

### Delivery and Other Costs.

Delivery costs are higher only for those shops making deliveries. Cash and carry

# Our Specialty IS BUYING CATTLE, HOGS AND SHEEP ON ORDERS FOR PACKERS AND DEALERS

*Are You a Patron of the Kansas City Market?*

Do You Know That All Kinds of Live Stock Sell Better Worth  
the Money on Most Days Here than on the Eastern Markets?

The Way to Prove This Is to Come or Send Here for Some of Your Supplies.

We Pay our own Telegrams—do not Charge Exchange on Drafts—and Furnish Markets by Mail or Wire as Desired.

Our Motto is "Quick and Personal Service"

## SCHWARTZ, BOLEN & CO.

STOCK YARDS

Live Stock Purchasing Agents

KANSAS CITY, MO.

markets should certainly have no cause for regarding this as a factor.

Telephone charges may be higher, but only a small percentage of the telephone expense is chargeable to you. Incoming calls are paid by the caller.

Paper and other accessories are high, but their price trend is downward and has been for some time.

3. The disposition of your by-products is largely a matter of economical versus wasteful operation. The packers are subject to the same difficulty and I am hopeful that this trouble is of short duration.

4. I agree with you that the consumer should be educated to use the cheaper cuts, but whenever this has been undertaken in the past, he found that the cheap cuts had suddenly enhanced in value. Mr. Palmer can verify this.

5. There is no reason why your retail organization should be weak and every reason why you should have one of the strongest organizations. The steps you are taking should bring good results, but we need immediate relief and not promises for the future.

Having disposed of your various suggestions I ask your indulgence in considering a few matters which might require attention. If there are no profiteering retailers, how may we explain the following conditions?

### How About Sausage Prices?

1. That the retail price of certain standard and well recognized brands of pork sausage remain at the peak, although the packers have reduced the wholesale price to less than pre-war levels.

2. That in handling cured sausage the Chicago retailer has practically ceased to handle sausage from inspected establishments, preferring, for some reason, to offer sausage from non-inspected houses, some of which buy large quantities of meat which I would scarcely care to pass as fit for food. After utilizing this product they dye the sausage with dyes that are not approved by the government. Inspected sausage could be purchased and sold at the prevailing retail price and still provide a handsome margin.

3. That the habit of substituting inferior quality products is generally prevalent. One good side of beef will serve as a "decoy," while steaks and roasts are diligently sliced from the carcass of a female relative of Mr. Steer.

4. That in many butcher shops in Chicago the inspection legend is mutilated so that the buyer who knows the form may not identify the packer making the meat. In one case I saw a steak sold as Swift meat, yet it bore an establishment number—overlooked in the haste—of an Iowa packer.

### Misleading Price Signs.

5. That one need rarely hope to purchase the same quality advertised in flyers or in front at the advertised price. Recently one shop covered their window with a sign reading "Stewing chickens, 28½

cents." I picked out two from the pile and they were weighed up at 42½ cents. I remonstrated and was told they had but one 28½-cent fowl left. A hungry dog would have passed it up.

Mr. Hornidge, why cannot these men do business on the square? Meat is the finest food ever prepared for consumption by the human race, and deserves to be sold on its merits. The conditions which I have but briefly described coupled with misrepresentations of food faddists and plain "nuts" is fast turning us to a diet of pre-digested foods that pose as "substitutes" for meat. **Meat has no substitute.**

I recommended to the Agricultural Committee of the House of Representatives in Washington that they make an exhaustive survey which would include the price of cattle on the hoof, and the price at which it was retailed. Such a survey undertaken by Congress would be impartial and accurate and I believe that the National Retailers Organization, if they want to be fair, should insist that such a survey be made by Congress or some impartial body. I do not think your organization can be too urgent that such an investigation be made.

I thoroughly agree with you that your business deserves an accurate observation. I have made an observation in Chicago and expressed myself honestly and fully before the committee in Washington. My statements were based on facts, only a few of which I used, and at this moment I have no reason to change them.

Very truly yours,

EVERETT C. BROWN,  
President.

### MEAT INSPECTION CHANGES.

Recent changes in the Federal Meat Inspection service are reported by the Bureau of Animal Industry as follows:

Meat Inspection Inaugurated.—Belle Meade Supply Co., 160 Passaic street, Trenton, N. J.; Palmire Co. (Inc.), Passaic avenue, Dobbs Ferry, N. Y. (mail 90 West street, New York, N. Y.; substation of New York City); Vermont Butterine Co. (Inc.), 30 Richmond street, Providence, R. I.

Meat Inspection Withdrawn.—Johnson &

Bro., Wilmington, Del.; Howard Pancero, Cincinnati, O.; \*C. A. Burnette Co., Chicago, Ill.; \*Cape Fear Packing Co., Wilmington, N. C.; Nagle Packing Co., Detroit, Mich.; The George Zehler Provision Co., Cincinnati, Ohio; Drovers Packing Co., Kansas City, Kans.; Carolina Packing Co., Wilmington, N. C.; Allied Packers (Inc.), Richmond, Va.; Roberts & Oake of Iowa (Inc.), Marshalltown, Ia.; Wolff Hide Co., Buffalo, N. Y.; Oakley Beef Co. (Inc.), Chicago, Ill.; Fort Dearborn Packing Co., Chicago, Ill.

Changes in Names of Official Establishments.—\*Fergus Co-operative Packing Co., Fergus Falls, Minn., instead of Fergus Packing Co.; \*Arabi Packing Co. (Inc.), Arabi, La., instead of the Crescent City Stock Yard & Slaughter House Co. (Ltd.); John Cook & Sons (Inc.), 2222-2228 South La Salle street, Chicago, Ill. (mail 110 South Dearborn street), instead of Acme Packing Co. and subsidiary companies.

\*Conducts slaughtering.

### FEDERAL INSPECTED SLAUGHTERS.

Animals slaughtered under Federal Meat Inspection during March, 1921, and the nine months ending March 31, with comparisons, are reported by the Bureau of Animal Industry as follows:

Cattle—March, 1921, 624,395; March, 1920, 683,139; 9 months, 1921, 6,378,464; 9 months, 1920, 7,789,238.

Calves—March, 1921, 361,733; March, 1920, 390,053; 9 months, 1921, 2,794,172; 9 months, 1920, 3,045,445.

Hogs—March, 1921, 3,075,137; March, 1920, 3,481,680; 9 months, 1921, 27,807,910; 9 months, 1920, 29,240,854.

Sheep—March, 1921, 1,075,481; March, 1920, 787,867; 9 months, 1921, 27,807,310; 9 months, 1920, 29,240,854.

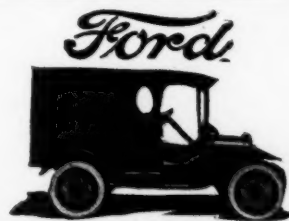
### LIONEL M. LEVINE CONSULTING ENGINEER

PACKING PLANTS—REFRIGERATION  
PLANS AND SUPERVISION

29 BROADWAY NEW YORK

Bott Bros. Mfg. Co.  
Warsaw, Ill.

Manufacturers of  
**STANDARD 1500-POUND  
HAM CURING CASKS**  
Lard and Oleo Tierces  
Pork Barrels  
and  
Tight Cooperage  
of Every Description



NEW YORK  
RIVERSIDE MOTOR SALES, Inc.  
BROADWAY at 146th STREET  
Phone, Wadsworth 5494



# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium to prime.....	8.40@9.75
Cows, common to good.....	1.50@5.75
Bulls' common to choice.....	4.50@6.25
Heifers, mixed.....	6

## LIVE CALVES.

Calves, veals, prime, per 100 lbs.....	12.00@12.25
Calves, veals, culls, per 100 lbs.....	6.00@ 7.50
Calves, veals, small, per 100 lbs.....	5.50@ 7.00

## LIVE SHEEP AND LAMBS.

Spring lambs, 100 lbs.....	10.50@14.00
Sheep, ewes, 100 lbs.....	6.25@ 6.50
Sheep, common to good, per 100 lbs.....	4.00@ 6.00
Sheep, culls, per 100 lbs.....	2.75@ 3.75

## LIVE HOGS.

Hogs, heavy.....	@ 9.00
Hogs, medium.....	@ 9.75
Hogs, 140 lbs.....	@ 9.75
Pigs, under 70 lbs.....	@ 9.75
Rough.....	6.50@ 7.00

## DRESSED BEEF.

### CITY DRESSED.

Choice native, heavy.....	18 @19
Choice, native, light.....	17 @18
Native, common to fair.....	14 @16

### WESTERN DRESSED BEEF.

Good, native, heavy.....	15 @16
Choice, native, light.....	16 @17
Native, common to good.....	14 @15
Choice, Western, heavy.....	14 @15
Choice, Western, light.....	14 @15
Common to fair, Texas.....	13 @14
Good to choice heifers.....	15 @16
Common to fair heifers.....	14 @15
Choice cows.....	13 @14
Common to fair cows.....	11 @12
Fresh hologna bulls.....	10 @10½

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	18 @19	23 @25
No. 2 ribs.....	17 @18	22 @23
No. 3 ribs.....	15 @16	20 @21
No. 1 loins.....	25 @26	30 @32
No. 2 loins.....	22 @23	27 @29
No. 3 loins.....	18 @20	25 @26
No. 1 hinds and ribs.....	22 @23	22 @25
No. 2 hinds and ribs.....	19 @20	20 @21
No. 3 hinds and ribs.....	18 @19	18½ @19½
No. 1 rounds.....	16 @17	@18
No. 2 rounds.....	15 @16	@17
No. 3 rounds.....	14 @15	@16
No. 1 chucks.....	9 @10	@12
No. 2 chucks.....	8 @9	@10
No. 3 chucks.....	7 @8	@8

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb..	@30
Veals, country dressed, per lb.....	@23
Western calves, choice.....	@20
Western calves, fair to good.....	@16
Grassers and buttermilks.....	@14

## DRESSED HOGS.

Hogs, heavy.....	13¼
Hogs, 180 lbs.....	13½
Hogs, 160 lbs.....	13¾
Hogs, 140 lbs.....	14¼
Pigs.....	14¾

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	30 @31
Lambs, choice.....	27 @28
Sheep, choice.....	17 @18
Sheep, medium to good.....	14 @15
Sheep, culls.....	10 @11

## PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	28 @29
Smoked hams, 12@14 lbs. avg.....	26 @27
Smoked picnics, light.....	16 @17
Smoked picnics, heavy.....	15 @16
Smoked shoulders.....	18 @19
Smoked beef tongue, per lb.....	@45
Smoked bacon (rib in).....	@23
Dried beef sets.....	@45
Pickled bellies, heavy.....	@17

## FRESH PORK CUTS.

Fresh pork loins, Western.....	24 @25
Frozen pork loins.....	24 @25
Fresh pork tenderloins.....	58 @60
Frozen pork tenderloins.....	58 @60
Shoulders, city.....	15 @16
Shoulders, Western.....	15 @16
Butts, regular, Western.....	16 @17
Butts, regular, fresh city.....	16 @17
Butts, boneless, Western.....	23 @24
Fresh hams, city.....	13 @14
Fresh picnic hams, Western.....	13 @14
Extra lean pork trimmings.....	14 @16

## BONES, HOOFS AND HORNS.

Round shin bones, avg., 48 to 50 lbs., per 100 pcs.....	80.00@100.00
Flat shin bones, avg., 40 to 45 lbs., per 100 pcs.....	70.00@ 80.00
Black hoofs, per ton.....	40.00@ 50.00
Striped hoofs, per ton.....	40.00@ 50.00
White hoofs, per ton.....	70.00@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	90.00@100.00
Horns, avg. 7½ oz. and over, No. 1s.....	225.00@275.00
Horns, avg. 7½ oz. and over, No. 2s.....	175.00@200.00
Horns, avg. 7½ oz. and over, No. 3s.....	100.00@150.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues, L.C., trim'd.....	@40c.	a pound
Fresh steer tongues, untrimmed.....	@30c.	a pound
Calves heads, scalded.....	@60c.	a piece
Sweetbreads, veal.....	@75c.	a pair
Sweetbreads, beef.....	@60c.	a pound
Beef kidneys.....	@18c.	a pound
Mutton kidneys.....	@ 5c.	each
Livers, beef.....	@20c.	a pound
Oxtails.....	@15c.	a pound
Hearts, beef.....	@ 5c.	a pound
Rolls, beef.....	@22½c.	a pound
Tenderloin beef, Western.....	@50c.	a pound
Lambs' fries.....	@ 9c.	a pair

## BUTCHER'S FAT.

Ordinary shop fat.....	@ 1½
Suet, fresh and heavy.....	@ 4
Shop bones, per cwt.....	@25

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@2.00
Sheep, imp., medium wide, per bundle.....	@1.65
Sheep, imp., medium, per bundle.....	@1.25
Sheep, imp., narrow, per bundle.....	@ .75
Hog, free of salt, tes. or bbls., per lb., f. o. b. New York.....	@1.40
Hog, extra narrow, selected, per lb.....	@1.75
Hog middles.....	@23
Hog bungs.....	@15
Hog bungs, export.....	@23
Beef rounds, domestic, per set, f. o. b. New York.....	@28
Beef rounds, export, per set, f. o. b. New York.....	@32
Beef bungs, f. o. b. New York.....	@24
Beef middles, per set, f. o. b. New York.....	@46
Beef, weasands, No. 1s, each.....	@12
Beef bladders, small, per doz.....	@1.40
Beef, weasands, No. 2s, each.....	@ 6

## SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	16½	19½
Pepper, Sing., black.....	10	13
Pepper, red.....	28	32
Allspice.....	5½	8½
Cinnamon.....	12	15
Coriander.....	4½	7½
Cloves.....	21	26
Ginger.....	10	13
Mace.....	36	41

## CURING MATERIALS.

	Bbls.	Dbls. bags.
Refined saltpetre, granulated.....	9%	9%
Refined saltpetre, small crystals.....	10%	10%
Refined nitrate soda, C. L., gran.....	5%	5%
Refined nitrate soda, L. C. L., gran.....	5%	5%
Refined nitrate soda, C. L., crystal.....	6	5%
Refined nitrate soda, L. C. L., crystal.....	6½	6½
Double refined nitrate of soda and saltpetre in kegs, 100 to 150 lbs. net, 1c over above prices.		

## GREEN CALFSKINS.

	5-9 lbs.	9½-12¼ lbs.	12¼-14 lbs.	14-18 lbs.	18 lbs. up.
Prime No. 1 veals.....	2.25	2.15	2.25	2.65	3.25
Prime No. 2 veals.....	2.00	1.95	2.00	2.40	3.00
Buttermilk No. 1.....	1.75	1.75	1.85	2.00	....
Buttermilk No. 2.....	1.55	1.55	1.60	1.75	....
Branded grubby.....	1.10	1.10	1.20	1.50	1.75
No. 3.....	1.20	1.20	1.30	....	....

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 67 lbs. and over to dozen, lb.....	35 @35
Western, 60 to 66 lbs. to dozen, lb.....	35 @36
Western, 48 to 56 lbs. to dozen, lb.....	36 @37
Western, 36 to 42 lbs. to dozen, lb.....	33 @34
Western, 30 to 35 lbs. to dozen, lb.....	30 @32
Western, under 30 lbs. to dozen, lb.....	28 @30
Fowls—Fresh—dry packed, corn fed—12 to box.	
W'n, 67 lbs. and over to dozen, lb.....	33 @34
Western, 60 to 66 lbs. to dozen, lb.....	34 @35
Western, 43 to 47 lbs. to dozen, lb.....	34 @35
Western, 36 to 42 lbs. to dozen, lb.....	32 @33
Western, 30 to 35 lbs. to dozen, lb.....	29 @31
Western, under 30 lbs. to dozen, lb.....	27 @29

### Fowls—Fresh—Dry Packed—Barrels.

Western, dry picked, 5 lbs. and over, lb.....	33 @34
Western, dry picked, 4½ lbs. each, lb.....	33 @35
Western, dry picked, 4 lbs. each, lb.....	33 @35
Western, dry picked, 3½ lbs. each, lb.....	30 @33
Western, dry picked, 3 lbs. and under, lb.....	27 @29

### Old Cocks—Fresh—dry packed—boxes or bbls.

Western, dry picked, boxes.....	19 @21
Western, scalded, barrels.....	17 @19

### Ducks—

Long Island Spring Ducklings, per lb.....	@28
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### Squabs—

Prime, white, 10 lbs. to doz., doz.....	@9.00
Prime, white, 9 lbs. to doz., doz.....	@8.00
Prime, white, 8 lbs. to doz., doz.....	@7.00
Prime, white, 7 lbs. to doz., doz.....	@6.00
Prime, white, 6 to 6½ lbs. to doz.....	5.00@5.50
Culls, per dozen.....	1.50@2.00

## LIVE POULTRY.

Fowls, via express, colored.....	28 @30
Fowls, leghorn, via express.....	35 @35
Old roosters.....	14 @14
Turkeys, via express.....	@
Ducks, via express.....	20 @24
Geese, via express.....	15 @18
Pigeons, per pair.....	45 @45
Guineas, per pair.....	90@1.00

## BUTTER.

Creamery (92 score).....	28 @28½
Creamery (higher scoring lots).....	28½ @29½
Creamery firsts.....	26 @27
Creamery, seconds.....	21 @23½
Creamery, lower grades.....	19 @20

## EGGS.

Fresh gathered, extras, per dozen.....	@28
Fresh gathered, extra firsts.....	24 @25
Fresh gathered, firsts.....	24 @25
Fresh gathered, seconds and poorer.....	19½ @21
Fresh gathered, checks, fair to choice, dry.....	18 @19
Fresh gathered, dirties, No. 1.....	19½ @20

## FERTILIZER MARKETS.

### BASIS NEW YORK DELIVERY.

Bone meal, steamed 3 and 50, per ton.....	@30.00
Bone meal, raw, per ton.....	30.00@32.50
Dried blood, high grade.....	3.00@ 3.25
Nitrate of soda—spot.....	@ 3.00
Bone black, discard, sugar house del. New York.....	22.00@30.00
Ground tankage, N. Y., 9 to 12 per cent ammonia.....	2.25@2.50 and 10c
Garbage tankage.....	@10.00
Fish scrap, dried, 11 per cent ammonia and 15 per cent bone phosphate, delivered, Baltimore.....	3.50 and 10c
Foreign fish guano, testing 13@14 per cent ammonia and about 10 per cent B. Phos. lime.....	3.25 and 10c
Wet, acidulated, 7 per cent ammonia per ton, f.o.b. factory (85c. per unit available phos. acid).....	@.....
Sulphate ammonia, for shipment, per 100 lbs. guar., 25 per cent, in bags.....	2.50@ 2.75
Muriate of potash, 80/85%, per unit K <sub>2</sub> O.....	1.00@1.15
Sulphate of potash, 90/95%, per unit K <sub>2</sub> O.....	@ 1.50

